

THE ANNALIST

A Magazine of Finance, Commerce and Economics

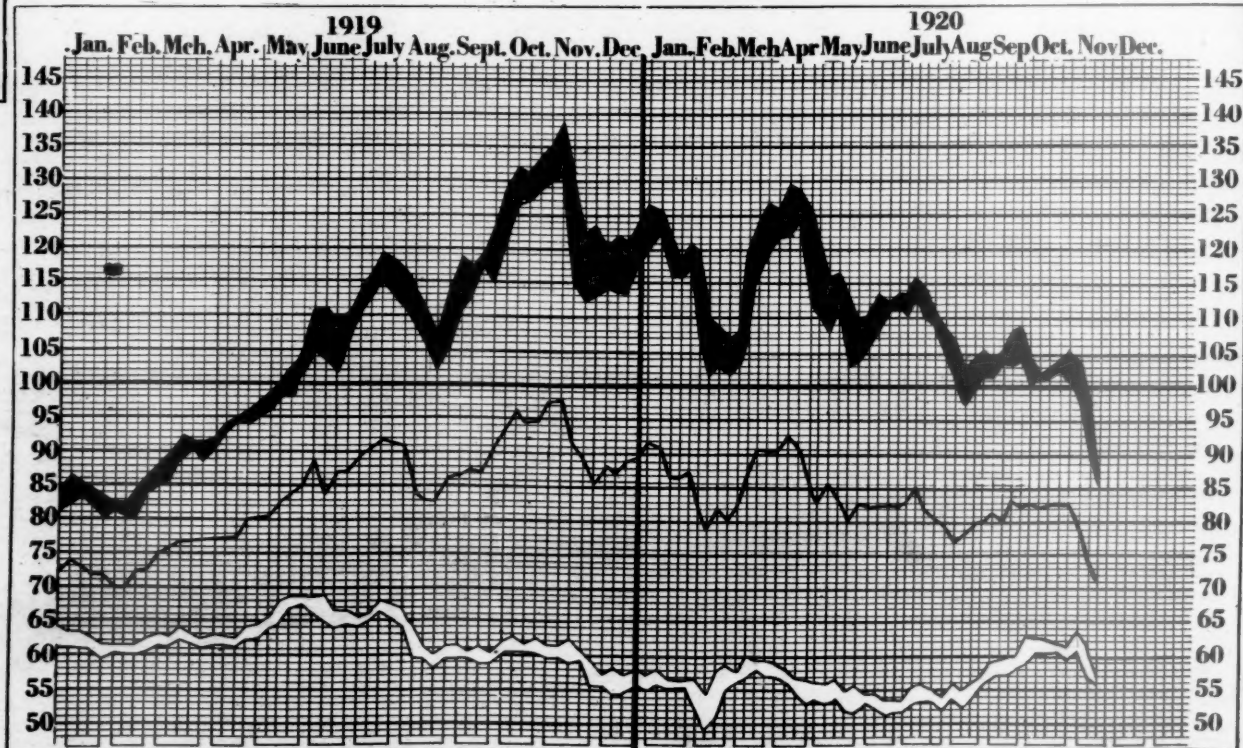
VOL. 16, NO. 410

NEW YORK, MONDAY, NOVEMBER 22, 1920

Ten Cents

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NEW YORK, MONDAY, NOVEMBER 22, 1920

Ten Cents

End of Security Price Slump Indicated by Index Line

*The Annalist Business Barometer Completes First Forecast—Revival of Business Activity Fixed for August
 With Security Market Discounting This by an Immediate Rise, a Relapse
 in February and Then a Long-Continued Upward Swing*

THE long-continued fall of security prices which began just a year ago, in November, 1919, will terminate this month; stock market prices will begin to rise in December, will suffer a slump in February and then will recover for a long haul upward. The process of liquidation in the commodity field will continue throughout the Spring and early Summer and will conclude about July, a renewal of business activity occurring in the following month.

These are the indications of THE ANNALIST Business Index Line, which has now completed its first forecast since it was introduced in January of this year as a contribution toward the solution of the problem of determining the trend of business. It was said then that the line was offered as an interesting experiment and no guarantee of its accuracy was offered beyond that afforded by a historical survey of the line which showed that it had accurately foretold stock market movements in the past.

Now, as then, the line must stand the test of actual happenings. The forecasts comprising the opening paragraph of this article are an accurate textual translation of the prognostications of the line. THE ANNALIST expressly withholds all guarantee beyond this. Only this much may be said:

The line has been 100 per cent. accurate in the past and there exists no reason now to believe that it will not again prove accurate. The course of events must provide the measures by which the value of the line may be weighed.

Accompanying this article appears a chart showing the movement of the index line from 1903 to date, the war years of 1915, 1916, 1917 and 1918, excepted. Objection has been made that the line should have functioned for these years if it were truly scientific. In this respect it may be said that there is every reason to believe the line would have functioned with accustomed accuracy had there been available all the data on which it is based. In other words, its failure was due to no organic fault, but rather to the failure of those operating it to procure the data necessary to its computation.

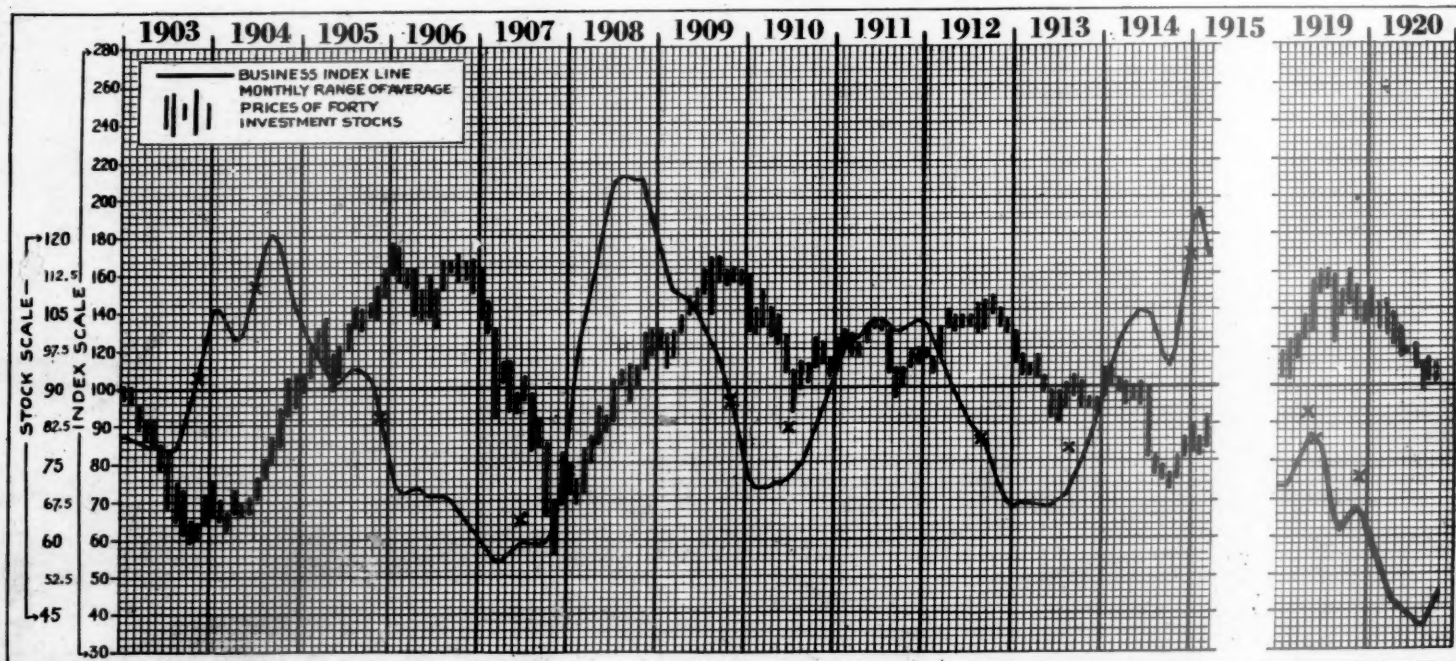
THEORY OF THE LINE

The theory of the line as a business index is the economic theory that the movement of the stock market discounts the movement of business by from four to ten months. The initial problem, then, was to discover a means of forecasting the movement of the stock market. Minor fluctuations were ignored and a device was sought which should ac-

curately indicate in advance the termination of long-continued movements of security prices, either up or down, and the beginning of the opposite market swings. The present index line is frankly empirical and its value as a forecaster of the future is predicated wholly on its success in the past.

The formula on which the index line is based considers the monthly variations of five factors: Bradstreet's Index of Wholesale Commodity Prices, pig iron production, bank clearings in New York City, bank clearings outside of New York and the interest rate on sixty to ninety day prime commercial paper. An index number is obtained for each of these factors monthly, showing the variation of each from what may be called its own normal base. For instance, the production of pig iron may be expected to increase from year to year due to the normal growth of the industry to meet the gain in population, the spread of building and the general expansion of the country. The index number shows whether the production has exceeded or fallen below this normal growth, expressing it in terms of the percentage of its deviation from normal. Tons of pig iron, rates of interest, dollar of clearings and the index number of prices being thus reduced to a common term, percentage devia-

Business Index Line



Percentage Relations of Index Numbers at Turning Points in The Annalist Business Barometer

Upward Movements

1903		1904		1907*		1907-1908		1910*		1913*		1914-1915		1919*		1919*		1920	
Index Numbers.	Actual.	Index Numbers.	Required.	Index Numbers.	Actual.	Index Numbers.	Required.	Index Numbers.	Actual.	Index Numbers.	Required.	Index Numbers.	Actual.	Index Numbers.	Actual.	Index Numbers.	Required.	Index Numbers.	Actual.
Aug. 83.7	83.7	Apr. 126.0	126.0	Apr. 53.9	53.9	Oct. 58.7	58.7	Apr. 73.9	73.9	June 69.0	69.0	Oct. 110.0	110.0	Feb. 73.6	73.6	Sep. 61.2	61.2	July 36.4	36.4
Sep. 87.4	84.5	May 128.0	127.3	May 55.2	54.4	Nov. 61.6	59.3	May 74.9	74.6	July 70.0	69.7	Nov. 122.0	111.0	Mar. 77.9	74.3	Oct. 63.3	61.8	Aug. 36.8	36.7
Oct. 96.2	94.5	June 139.0	138.6	June 57.5	59.6	Dec. 71.1	66.5	June 75.5	81.3	Aug. 71.1	75.9	Dec. 153.0	131.8	Apr. 83.3	84.1	Nov. 67.7	68.4	Sep. 40.02	40.0
Nov. 107.8	105.8	July 154.0	152.9	July 59.1	65.6	Jan. 92.0	78.2	July 76.5	89.4	Sep. 74.1	83.5	Jan. 189.0	168.3	May 87.1	92.5	Dec. 65.6	75.2	Oct. 45.95	44.0

*Note that the potential forecasts indicated by crosses in the chart for the years 1907, 1910, 1913 and 1919 did not result, as both chart and tabulations show.

tion from normal, they may be combined to form a single index number.

Moving averages of these monthly percentages of deviation from normal are kept for each of the five factors, and the averages of all the factors for any given month are combined to give THE ANNALIST Business Index for that month. The moving averages are made on what is known as a three-two scale; that is, each monthly average is comprised of the percentage deviations for four months, those of the second and third months being included twice, while those of the first and fourth months are included only once. The average for the ensuing month is obtained by dropping out of the calculation the first month of the former average and adding in an additional month, the first and fourth again being considered only once, while the new second and third are doubled. Thus the April average for any of the five factors is composed of the January percentage deviation from normal, twice the February percentage deviation, twice the March deviation and the April deviation. The May average comprises the February percentage deviation now taken only once, twice the March deviation, twice the April deviation and the new May deviation. That is, in each average three months included in the former average are retained and two of them, one of which is new in each instance, are doubled.

The average percentage deviation from normal of all five factors having been found for any given month, THE ANNALIST Business Index for that month is found by combining the averages in this formula:

$$\frac{250}{(2CP + 600) \times (IR + 600) \times \left(\frac{2P}{3} + \frac{NYC}{3} + OC + 700\right)} = \text{Business Index Line}$$

CP standing for commodity prices, IR for interest rates, P for pig iron production, NYC for New York bank clearings and OC for clearings outside of New York.

THE REASON FOR A FRACTION

The necessity for a formula in fractional form will become apparent when it is realized that rising commodity prices, increased interest rates and growing volume of bank clearings, while present in times of prosperity, are precursors of a change in the business cycle and are most emphasized just before a period of great business activity and expansion gives place to one of depression. Rising prices, increased interest rates and swelling bank clearings should, therefore, reduce the index number if this is accurately to forecast the following phase of the business cycle, and it is obvious that, by placing these factors in the denominator of a fraction, their movement is made to result in the lessened index number which is desired. Conversely, when these indicators fall away from normal the index number should increase, showing that the period of depression is nearing an end, and this is just what happens by the use of a fractional formula. Without the use of a fraction the index number would indicate coming depression by its rapid rise and approaching activity by its swift descent. It would be equally accurate but less legible when plotted graphically.

Why the fraction, however, should have for a numerator the constant 250, remains to be explained, as well as why the factors should be increased, in two instances by 600, and in the third by 700. The explanation is that this weighting of the factors tends to smooth out the index line when the index numbers are plotted on a chart and, so, makes it more easily read. The change from 600 to 700 in the third factor is to reduce its importance slightly in relation to the other factors and was purely the result of experiment just as the entire formula is purely an empirical device derived by a study of the past relations of the factors involved.

The product of 600 times 600 times 700 is 252,000,000, or, the ciphers being ignored to facilitate computation, 252. It is clear, then, that if, in the averages derived for any four months, there were no change from normal in any of the five factors employed in the formula, the fraction would become equal to one, that is, 252,000,000 divided by 252,000,000, and the index number would remain at 100 per cent. Any movement from normal in the averages of the five factors is instantly reflected in the fraction, although, as has been explained, in minimized form. But, since 250 makes for greater ease in computation than 252 without occasioning more than a slight change in the accuracy of the fraction, 250 is employed as a numerator instead of 252.

The actual method of deriving the index number may be illustrated with the October figures, which have just come to hand. Taking the factors

in the order they are mentioned earlier in this article, the average of the percentage deviation from normal of Bradstreet's Wholesale Commodity Prices for October is 24.2; for pig iron production, it is 17; for bank clearings in New York City it is 246.5; for bank clearings outside of New York it is 167.6, and for interest rate it is 273. Combining these according to the formula given above we have twice 24.2 plus 600, or 648.4, for the first phrase in the denominator of our fraction. This is multiplied by 273 plus 600, or 873, the second phrase of the denominator. The product of these is multiplied by two-thirds of 17 plus one-third of 246.5 plus 167.6 plus 700, a phrase equaling 961.1, so that the fraction for the October index number reads

$$\frac{250}{648.4 \times 873 \times 961.1}$$

equal to 45.95, the index number for October.

HOW TO READ THE INDEX

So much for the method of deriving the index number. For the benefit of those who may not have seen the earlier explanations, the method of determining when the index numbers indicate an approaching turn in the long time trend of the stock market, and, consequently, in the business trend, will be repeated. To quote the earlier explanation:

"In the first place, the movement of the line (the plotted representation of the indices), either upward or downward, records the tendency of the stock market and, consequently, of business trend, but alone it is not sufficient to determine the exact moment of change when a long-continued upward rise or a long period of depression is about to begin. Minor fluctuations may cause an ascending index line to pause momentarily or even to start downward. They may send a descending line abruptly upward. It is essential to know, without awaiting the actual occurrence, whether the downward move is truly only a fluctuation or whether it indicates a long period of recession, and whether the upward move is of minor import only or whether it forecasts the beginning of a season of prosperity.

"In developing the line, therefore, it was essential to devise means by which the nature of these movements might be determined. That by which the forecast of an upward movement is determined may be considered first. Study of the chart for former years disclosed the fact that real upward changes of the index line, i. e., forecast of long-sustained periods of advance and not mere fluctuations of the line, invariably showed increases in the successive index numbers of the first three months of the rise, which could be scaled according to the following rule: The index number of the second month after a turn upward of the index line to be more than 110 per cent. of the index number of the month of the turn and also more than 108 per cent. of the index number of the first month of the rise; these conditions to be confirmed by the index number of the third month proving to be more than 110 per cent. of the index number of the second month. It is clear, therefore, that the index line will not indicate a sustained change in the movement of stock market prices, and, consequently, of business trend, until the end of the third month after the turn. But, inasmuch as actual movement in the stock market and in business lags a month or more behind changes in the

index line, the forecast is actually obtained in advance of the actual occurrence."

It is evident that, given an upward turn in the line such as was occasioned by the August index number which started the forecast now given, it was possible to compute the point which the September number must attain on the chart to fulfill the requirement that it be more than 110 per cent. of the July number and also more than 108 per cent. of the August number. This point was indicated by the placing of a cross in the September column of the chart. But it is clear that the minimum required increase, i. e., more than 8 per cent. of the index number for the preceding month, may be exceeded by the index number for the third month. Instead of being but just above 108 per cent. of the index number of the preceding month, it may reach 115, 120, or even a greater per cent. Since the cross records on the chart the point to which fulfillment of the minimum required increase would bring the line, it is clear that if this increase actually exceed the minimum, the line will rise to the left of the cross, not passing through it but passing through an imaginary line extending to the left of the cross. In other words, the cross marks the level on the chart which must be attained, and passage of the index line to the left of the cross indicates that it is more than fulfilling requirements and is attaining a percentage above the index number of the preceding month greater than the rule demands. This occurred when the September number proved to be 40.02 against a minimum requirement of 40, but the increase was so small as not to be possible of notation on the chart.

A POTENTIAL FORECAST

The magnitude of the October index number essential to fulfill the conditions of forecast could not be determined until the September index number was known, although the minimum magnitude of the October number could be foretold by assuming that the September number attained its minimum magnitude and no more. This number for October will be found recorded beneath the chart, together with the actual number attained. No cross has been put on the chart, however, and the cross previously placed to mark the necessary gain of the September line has been removed, because since the requirements have been fulfilled, the crosses merely hinder the reading of the chart, due to the smallness of the scale to which it is drawn. Every rise in the line is a potential forecast of a long-time upward movement of the market, and consequently of business, but it is apparent that there must be upturns of the line, as there have been in the past, which prove to be mere fluctuations, so that crosses placed to mark the point of forecast will be left suspended in the air, so to speak, the line failing to reach them in the required month. It may be remembered, however, that the line cannot touch a cross or pass above it to the left without fulfilling the conditions necessary to a forecast.

To determine the forecast of a downward trend the index numbers of only two months instead of four, as in the case of an upward forecast, are needed. In the first place, no indication of a downward trend can be given as long as the index number remains below 83, for, experience has shown, no upward trend can occur without carrying the index number above this mark. Following the forecast of an upward trend, therefore, no indication that this trend is about to terminate and a

Continued on Page 650



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Business Wish and Necessity Call For Speedy Tax Revision

Commercial Depression, Falling Prices and Inflated Inventories Make Raising of Revenue a Problem for the New Congress—Returns Certain to be Far Below Last Year—Industry Would Like to Know the Changes Proposed Before New Year Begins but Legislators Hesitate

THE need of a new Federal tax law to raise funds sufficient for Government needs next year is pressing upon public attention, and promises to be one of the leading, if not foremost, subjects for consideration by Congress. It requires no close examination of factors making up Government income to show what is happening to the present statute. A glance at comparative prices of commodities and securities now and eight months ago, a casual survey of business conditions as recounted in the newspapers from day-to-day, indicate clearly that as an income producer the law as applied to results of 1920 will not be effective. Whereas in 1919 income and excess profits tax receipts amounted to nearly 73 1/4 per cent. of the entire Federal revenue, it seems doubtful whether the proceeds of these imposts this year will aggregate as much as 40 per cent. of the whole.

The effects of business reaction, falling markets and the reluctance of the public to buy goods usually considered necessary to the maintenance of life and comfort have developed mainly in the second half of the year. But the probability that many corporations will report excellent profits compared with pre-war years, despite depression in the last six months, will hardly offset the actual losses which a vast number of companies and partnerships have suffered. The increasing mercantile casualties, month by month, are disclosing the adverse position of the general business structure. There is no question that numerous corporate taxpayers whose prospects appeared bright in the fore part of the year will have to beg for time in paying the last instalment of their 1920 taxes next month.

TWO PROBLEMS FOR CONGRESS

This outlook, supplementing the embarrassment of a great many corporations because of extraordinary depreciation of stocks on hand, forecasts decided pressure upon Congress for quick legislative relief. The excess profits tax, being practically moribund as a real maker of revenue, is already being discussed as a fit object for the scrap heap. The great war and post-war boom is over. The process of getting business back to a normal basis presents ample signs of carrying domestic trade and prices to as great an extreme on the downward side as the recent period of prosperity carried them on the upward move. And a natural supplement of depressed business and profits in the internal turnover is the contraction now plainly in evidence in sales of goods abroad; a supplement, that is, of deflation of all sorts on the heels of a world-wide inflation of prices and credit.

Congress will doubtless be pressed to relieve taxpayers from difficulties which have arisen under the present law, as well as to put a new statute into effect for raising adequate revenue in 1921. Take the matter of inventories. The law of 1918, now in force, provided that inventory losses of that year be deducted during the taxable year of 1919. The adjustments and tax payments on this account were to occur in 1920. Congress, not being omniscient, could not see that the expected fall of values would be postponed. Inventory values advanced in 1918 and also in 1919, but now the accumulated force of reaction has come. Large and small corporations have plenty of goods which can be moved but slowly at prices 10, 20 and 50 per cent. lower than a year ago. They can see no relief this year, with the high probability that conditions will be little better during much of next year, and so it will be natural for the men who manage these concerns to insist that legislation be provided for a

heavy writing off of book losses against the tax payments of 1921.

Thus, it is clear enough that Congress will have two serious problems to meet; the first of shaping legislation so that the Government will have sufficient funds for current expenses, interest and retirement of debt; second, of shaping measures of relief for payers of taxes, which shall be so directed as not to militate against the receipt of necessary monies by the Treasury. In regard to the former, it is not surprising that a myriad of new tax proposals are coming forward. Senator Penrose, whose influence in the Senate at the next session is obvious in the light of the Republican convention and the election, would postpone tax legislation until a special session of Congress can be called under preponderant Republican auspices. But that is not what business wants. Business desires to know at the earliest possible date what it will have to face in 1921. If a special session takes up the question, the first quarter of the year and, probably, much of the second quarter, will have passed before a law is completed. Business would prefer to have at least the major outlines of legislation before it before entering into the new year.

Thus, it is in keeping with present facts and desires that the sponsors of a "consumption," a "gross sales" tax are getting a hearing in many tax paying quarters. Such a tax, it is argued, will go nearly one-half the distance which the excess profits and income tax covered in 1919 in raising \$3,957,699,000 of revenue. With the retention of an income tax, carrying less severe gradations of the super-taxes, and a reduction of Government outlay, which the Republican leaders promise, the consumption tax supporters maintain that the excess profits impost can be eliminated without expanding a Federal deficit.

There is a strong argument for a consumption tax in the experience of revenue raising in the Philippines, and it is being made the most of by gross sales' tax partisans here.

"We read about the excess profits tax in the States," writes Martin R. Bourne, Vice President of the Manila Trading & Supply Company and 'point with pride' to the 14,000,000 pesos, or \$7,000,000, raised by a 1 per cent. sales tax in a relatively small industrial unit without a hitch and without a murmur. I should estimate that, industrially and in the matter of business turnovers subject to such a tax, the Philippines approximate less than about one-third of 1 per cent. of the United States. If this is right, our sales tax extended to America would produce approximately \$2,000,000,000.

SIMPLE IN OPERATION

"The Philippines tax rests primarily on the merchant's sales of commodities. It includes a supplementary equivalent tax on common carriers and others and provides an exemption for farmers but, substantially, it is a merchant's tax. Possibly its greatest single advantage from the merchant's viewpoint is its certainty and simplicity. It involves no guess work. He does not have to figure in graduated profits' percentages to know what amount of price-loading is necessary to cover the tax. He does not have to wait a year to know the amount of his tax. At the close of business every day we know the amount of our tax for the day's business. We pay it quarterly. We also feel that we are mere collectors. The tax is a recognized

cost item which is figured in the selling price. * * *

"The tax is tremendously popular with all and so far as I have ever heard has never been criticised either by the merchant or the consumer. The Philippine Government has found it a great success, both in the revenue produced, and also in its effective collection. One never hears of any effort at evasion. In a sense it both collects and pays itself. No one feels that the Government is taking anything from him. He is simply collecting for the Government. If he failed to account and pay over the tax, it would seem more like theft than ordinary tax avoidance."

Inquiry among tax experts who are leaning toward a gross sales tax as the way out for the United States Government shows that estimates coincide pretty closely with Mr. Bourne's estimate of \$2,000,000,000 revenue per year. The calculations are built upon a structure of total population, the estimated number of families and their average consumption of goods, and the number of hands through which goods pass, to be taxed in each case, until they pass into possession of the final purchaser. It is estimated that a sales tax of 1 per cent. on each transaction as goods go from the raw state through various processes and turnovers to the public would result in a final impost to the consumer of 3 per cent. on the initial price.

The objection has been raised that, while the consumer would be forced to pay, in effect, an accumulation of small taxes, some of the largest producers of materials, because of fully integrated processes from possession of raw material and fuel to completed goods, would have to account for a much smaller percentage of the Government's revenue than other producers who bought both raw material and fuel, and, perhaps, supplemental products, used in manufacturing. In other words, the "trust" would not contribute to taxes so much proportionately as competitors less favored. This, it is objected, would give the big producing organizations an advantage in respect to selling prices, and would work harm to "independent" competitors whose prices would have to be adjusted to those of concerns which had fewer points of contact with a sales tax. The same objection has been filed in respect to the business of the small middleman in danger of being forced out of business if unable to pass along the tax over and above the cost of his goods when brought into competition with larger concerns with a smaller overhead and other costs per unit of commodities sold.

The reply of the sales tax proponents is that both the independent manufacturer and the small middleman, if they produce and sell goods which the public finds necessary, will not be under a much more onerous handicap than when meeting competition under ordinary conditions of trade. The tax, being trifling in its various applications, could, it is asserted, be overcome by economies which would necessarily be a component part of efforts to meet competition.

Congress Hesitates to Revise Taxes Now

Special Correspondence to The Annalist.

WASHINGTON, Nov. 20.

IN another three weeks Congress will reconvene for the final session of the Sixty-sixth Congress with the greatest problems to be settled that any Congress since the civil war has been called upon to consider. This situation which now forces Congress to devote itself to real business questions and many international matters grows out of the fact that the last session was devoted almost entirely to the treaty dispute, and, preceding the national elections, both parties hesitated to take decisive action on bills of any real import. The re-

sult was that many after-the-war matters that might have been disposed of in the last session appear now in more vexing form.

While many of these questions that have grown up as the result of wartime regulations and necessity might have been settled to a great extent in the last Congress had the Republicans and Democrats compromised on the Peace Treaty, they were carried into the future and have tended to oppress American business greatly. Because the Peace Treaty was not ratified sixty-odd wartime regulations and restrictions are now in force and will con-

A Study of Bond Values

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The "Open Shop" Most Important of Industrial Questions

William H. Barr, President of the National Founders' Association So Terms It in His Annual Address,
Coupling With It the Need for a Business Government and Removal of Immigration
Control From Political to Scientific Direction

By WILLIAM H. BARR*

RECENTLY we have seen reference in the press to a statement, apparently issued with the approval of the American Federation of Labor, in which it was stated that ways and means were being considered to provide a fund totaling millions of dollars to be used for the purpose of definitely opposing an open-shop movement.

Such an announcement indicates beyond question that the officials of the Federation of Labor believe the present public support accorded the open-shop movement is a distinct menace to radical closed-shop unionism. The further charge that a gigantic national open-shop movement controlled by big business is contemplated is absurd and untrue.

The fact remains, however, that there exists a widespread demand on the part of practically all classes of society for the adoption of the principle of the open shop in the conduct of all business and Government affairs. During the last four years especially the aggressions of union labor have been such that the great majority of the people are beginning to resent the coercive efforts of this small, destructive minority.

No clearer indication of the possibilities of the union domination which creates this public conviction could be had than the recent disclosures concerning the opinion of certain unions in the building trades of New York City, which have made it impossible to provide adequate and economical housing for the people of that city. When it is understood that this menacing condition could exist only under the closed shop, is it any wonder that the people are now demanding the open-shop form of employment?

A POPULAR DEMAND

During the last year our association has, as always, frankly maintained in its operations the sound policy of freedom of employment as expressed in the term "open shop," and has been helpful in creating in the minds of the public a better understanding of that paramount issue. For, during the same period, our country has taken greater strides toward practical business freedom than in many preceding decades. It has begun to shake off the shackles which the labor unions under the guidance of irresponsible leaders have been attempting to fasten upon it. We are, indeed, progressing rapidly toward that freedom of contract in the industrial relation without which no nation can permanently endure.

No more important question confronts us today than the increasing development of the open-shop movement. I doubt if the public realizes its complete value, for frequently our own members, engaged in manufacturing, do not assess the situation accurately. During the last few years, at least, definite efforts have been made to place the control of all industry in the hands of the labor unions, and the leaders were supported in their plan by a type of politicians who sought first their own preferment regardless of constitutional rights or the prosperity of the country. This combination was successful in forcing upon business many uneconomic restrictions. The ultimate purpose was unquestionably the domination of industry through its nationalization. Those of you who came in contact with official commissions during the war and for some time thereafter will long remember that your requirements were always subordinated to the union demands of the moment. You will recall that you possessed no rights which any person in authority appeared to respect. As a result, many of you gave way to the belief that industry might as well accept the situation and accommodate itself to the prevailing condition.

But a change has been brought about by the determination of men to free themselves from the unsound and unnatural control so imposed upon them. Today that determination is manifest in the popular demand for the open shop. Its progress is a matter of economy to those who began it; of consolation to those engaged in industry, and a stimulant to the patriotism of every one. A partial but careful survey of irresistible activities in behalf of the open shop shows that 540 organizations in 247 cities of 44 States are engaged in pro-

moting this American principle in the employment relations. A total of 23 national industrial associations are included in these agencies. In addition 1,665 local Chambers of Commerce, following the splendid example of the United States Chamber of Commerce, are also pledged to the principle of the open shop.

I urge you to realize that our own association, a pioneer and standard bearer in the open-shop movement, has always vigorously promoted this policy, which will surely become our national method of industrial operation if supported by our continuous efforts.

ROOSEVELT'S STAND

For the open shop assures fairness to employee and employer alike. It means the improvement of plant relations, the elimination of class prejudice, and a united influence in opposition to injustice. It is the same spirit which brought about the freedom of the thirteen Colonies. It is the spirit which you find in the Declaration of Independence; the spirit of fair play, loyalty, co-operation and helpfulness.

Seventeen years ago the vital principles of the open shop were emphasized at the instance of one of the greatest men which America has produced; a man whose name is synonymous with patriotism—Theodore Roosevelt. During the anthracite strike of 1903, as you will recall, he appointed a commission composed of representative men to investigate the strike, and to lay the foundation of a set of rules to govern the future relations of the employers and the workers. In that report is to be found a sound definition of the open shop. While the words may have been written by the commission, the spirit is that of Theodore Roosevelt, and it speaks to us over seventeen years in the clear voice that we would expect. It rings out today and carries with it an appeal which must strike every honest man as convincing and compelling. It says:

"That no person shall be refused employment or in any way be discriminated against on account of membership or non-membership in any labor organization, and that there shall be no discrimination against or interference with any employee who is not a member of any labor organization by members of such organization."

"The right of a man to remain at work where others have ceased to work or to engage anew in work which others have abandoned is part of the personal liberty of a citizen that can never be surrendered, and every infringement thereof merits and should receive the stern denunciation of the law. All government implies restraint, and it is not less, but more, necessary in self-governed communities than in others to compel restraint of the passions of men which make for disorder and lawlessness. Our language is the language of a free people and fails to furnish any form of speech by which the right of a citizen to work when he pleases, for whom he pleases and on what terms he pleases can be successfully denied. The common sense of our people, as well as the common law, forbids that this right should be assailed with impunity. It is vain to say that the man who remains at work while others cease to work, or takes the place of one who abandoned his work, helps to defeat the aspirations of men who seek to obtain better recompense for their labor and better conditions of life. Approval of the object of a strike or persuasion that its purpose is high and noble cannot sanction any attempt to destroy the rights of others to a different opinion in this respect, or to interfere with their conduct in choosing to work upon such terms and at such times and for whom they please."

"The right thus to work cannot be made to depend upon the approval or disapproval of the personal character and conduct of those who claim to exercise this right. If this were otherwise, then those who remain at work might, if they were in the majority, have both the right and power to prevent others, who choose to cease work, from so doing."

This seems all too plain for argument. Common sense and common law alike denounce the conduct of those who interfere with this fundamental right of the citizen. The assertion of the right seems trite and commonplace, and that land is blessed where the maxims of liberty are commonplace.

Can there be anything more fair, more clear, than this definition of the open shop? It is the principle that should today be our guide in the great campaign which is now being carried through.

For our country was founded on a recognition of the principle that every one has personal rights which no one could take away. Rights which existed before Government, but which were only fully recognized and voiced in the Declaration of Independence and later guaranteed by our Constitution. What are these rights? They are the right of life, the right of liberty, the right to the pursuit of happiness, the right to come and go unmolested, the right to bargain individually or collectively, the right to secure greater returns from initiative and honest labor. These are the natural privileges of existence which the campaign for the open shop will serve to make more effective and definite.

The Presidential campaign which has just closed was especially interesting to members of our association in one regard. For the first time the labor unions came out openly in an attempt to coerce our people into electing to public office only the approved representatives of the labor union. They sent more than 150,000 professional field men and leaders, paid for out of their approximately annual income of \$50,000,000, into all parts of the country in one tremendous effort to deliver the union labor vote to the Democratic Party in conformance with the resolution passed at the last annual convention of the American Federation of Labor. They compiled a blacklist, which was in effect an honor list. They promised to defeat every candidate who had consistently followed his oath of office and who had shown that he valued his patriotism more than the preferment which was promised him by the unions if he followed their demands. The failure to elect was complete and ignominious. One of the recent strange things in American politics has been that many men who enter public life become afflicted with political cowardice because of the threats of this group. This is not true of all our public men, because a large number of them have stood solidly on their oath of office and have refused to obey the orders of the labor unions. We, in this association, have known for many years that there could be delivered no such thing as a union labor vote, but men in public life have until now regarded it as a tangible possibility. Will the result of the last election educate our people to the fact that no labor leader can control even a small part of the unionist vote, and that the endorsement of a candidate by a labor union is almost certain to result in the defeat of any man obtaining it?

LABOR'S POLITICAL RECORD

During the campaign you heard much about the League of Nations and various articles contained in the covenant. But I refer to it only for the purpose of discussing Article XIII, which creates an international labor office and which, if the treaty were ratified, would put labor in the United States under its control. The first meeting of this annual international labor conference was held in Washington in October, 1919, at which the United States could not officially participate. But should the League of Nations, or some similar agreement, ever become effective there must be not merely a reservation as to the international labor clauses but their complete elimination. This existing labor office is largely dominated by its radical members, and the American Federation of Labor is cordially co-operating with these Socialists in trying to entangle our country in the labor meshes of the League of Nations. For I emphasize the fact that there is in the proposed covenant certain labor clauses which were apparently included at the request of our labor unions, and with the consent of our representatives, for the purpose of hindering our industries.

Labor unionism is, as you well know, synonymous with strikes, and, while it is unnecessary to go into details, I feel that I should briefly direct your attention to the strike record of the last year. Every strike means destruction and a definite loss to industry, to the strikers and to the public which

*This article comprises the annual report of William H. Barr, President of the National Founders' Association, at the recent twenty-fourth annual convention in the Hotel Astor, New York City. It is given in full.

Farmer-Banker Combinations the Hope of Planters

The Industrial Trusts of the Century's First Decade Now Duplicated in the Agricultural Organizations of the Second Decade—Farmers and Planters Are Turning to Finance Instead of Politics as in the Earlier Grange Movements

By EDWARD A. BRADFORD

IN the second decade of the century we are passing through an epidemic of trust organizations as remarkable as that of the first decade. It is difficult to say whether the resemblances or the differences in the two decades' incidents are the more remarkable. One resemblance is worth mentioning first, because it offers such a sharp challenge to the popular belief that trusts are the creatures of prosperity, organized to consolidate and protect excess profits. There are no excess profits now. This is unmistakably a time of depression and of writing off the excess profits by debiting losses against inventories of materials and stocks of goods unsalable at the prices intended to be charged. Whoever doubts this must be immune to advertisements of bargain sales and cannot be a holder of industrial trusts.

It was just so when the Steel Trust was formed. It grew out of uneconomic competition, of too cheap goods, of too low wages, and out of the idea that the prevention of profits for the comparative few was the same as the distribution of the profits among all. There was unlimited ridicule of the idea that the substitution of co-operation among producers for war among them was better than competition and would enlarge profits without hardship to wage earners or buyers of commodities. Wages have never been so low since as before the organization of the various industrial trusts of the first years of the century, and both prices and profits have been stabilized with advantage to all concerned. In the Steel Trust's prospectus the "stabilization of investment," announced as one motive of the organization, was like a red rag to those so conservative in finance that they could see nothing but a stock-watering dodge in the "integration of industry," by combining the various stages of manufacturing, and taking from consumers one profit smaller than many profits renewed at each manufacturing stage.

In this second decade of the century the organization of industrial trusts is still proceeding, but is not the decade's chief characteristic. There are nearly enough industrial trusts. Agrarian trusts now occupy the centre of the stage. That is not singular, for the problem of the moment is how to dispose profitably of our surpluses, including 8,000,000 bales of cotton, 300,000,000 bushels of wheat, \$250,000,000 worth of packing house products, according to a summary by the Guaranty Trust Company of New York. There is scarcity abroad on an even larger scale than surpluses here, but credit is so unorganized that there is difficulty in marshaling our domestic surplus to cure foreign scarcity. Profits are disappearing under a flood of cut-throat sales just as Germany on an official estimate needs 1,600,000 tons of foodstuffs (12,000,000,000 marks' worth) and England is proposing to substitute \$500,000,000 worth of domestic grown for imported food. It is recognized that war prices have gone, but the revision to peace prices at too great speed has the potency of losses on the fall which may be averted or lessened by co-operation in export instead of competition for the bottom of the home market.

NOT POLITICAL BUT ECONOMIC

That is one interpretation of the congress of farmers' trusts at Washington this month. The National Grange (claiming 750,000 members), the National Farmers' Union, the National Milk Producers' Association, the International Farm Congress, the American Farm Bureau Federation, the Farmers' National Congress—to mention some of them—are seeking to form nationwide selling organizations to fix the price of farm products, not by methods of monopoly, but by emulating the methods of the industrial trusts. There is no novelty about farmer combines. The country is familiar with granger movements in politics, but this is not one of them. The farmers are now learning finance from financiers rather than teaching politics to politicians. There could be no plainer proof that the farm interests were thinking of economics rather than politics than their refusal to unite with labor in a Presidential year. That would have been the method in the "ground swell" of the '70s, or the Farmers' Alliance movement of the '80s. But the All-American Farmer-Labor Co-operative Congress collapsed early in the campaign, wrecked by the farmers' rebuke to the strik-

ers among the unions in these words: "No set of men has ever had the legal or moral right to destroy property, or cause suffering, by combining together, and the welfare of all the people must ever remain superior to that of any class or group of the people."

But before the end of the campaign the farmers recoiled from their own virtue and organized a strike of their own. The farmers resolved to hold their wheat for \$3, the planters resolved to hold their cotton for 40 cents, and both descended on Washington to demand privileges for themselves such as they had denounced labor for seeking. The Federal Reserve Board was denounced as discriminating against them in its policy of deflation, and the removal of the Secretary of the Treasury was demanded in formal resolutions for his "persistently unfriendly attitude toward agriculture." It is aside from the present purpose to answer these errors of the farmers. It must suffice simply to assert the facts that the Washington authorities were thinking of the general interests, were not animated by hostility to the agrarians, and that instead of their credit being restricted it was more liberally accommodated than in any preceding year. The present point is the facility shown by the farmers in learning the ways of high finance and following them rather than seeking to oppose them.

At the end of October there was another agrarian conference under the auspices of the National Board of Farm Organizations, and a program was adopted, with the following points among others:

That all farmers at once join the existing marketing organizations in their respective communities.

That all farm commodities be marketed co-operatively in an orderly manner throughout the twelvemonth period from one harvest to the next, as the demand requires.

That the War Finance Corporation, whose authority and financial resources are unimpaired, be immediately re-established.

That a standing committee be constituted representative of and appointed by the various farm organizations for the purpose of bringing about co-ordination of effort and unity of action between the various committees now working on the question of marketing the great staple agricultural products.

The specifications under the general program include:

Legislation for more liberal credits to farmers and planters under the Federal Reserve act and through the Federal Farm Loan Board by the issuance of short-term securities based on warehouse receipts issued under the Federal Warehouse act, to be eligible for Federal Reserve investments or discounts.

Consideration of the establishment of a great national agricultural bank, financed by the co-operatives of the nation, with a Directorate chosen from all the great farm organizations.

There is here something which might be criticized if such were the disposition. There is more which should be praised as indicating a departure from the old methods of joining politics and economics and finance in unsound innovations and a disposition to co-operate with established and proved methods. Farmers have but one "turnover" a year, whereas wholesalers and retailers of goods have several. It is only fair that the farmer should have a longer credit than those who need it less. If the farmer is not speculating, holding his crops for a price which the market does not offer, he should have the opportunity to market them at convenience in the period between harvests, provided that he asks for the accommodation on terms which will allow the banks to remain liquid, as commercial borrowers are required to do.

The farmers are in better position than the planters in this respect. Farmers can sell their grain and have it graded and warehoused and dealt with on a great scale. Farmers can, if they like, sell their crops when they plant them if the price is satisfactory, and make delivery after harvest. Just so the sellers of cloth buy the cotton from which it is to be spun and woven before they are able to deliver the cloth. If there is a conspiracy to depress grain now there must have been a conspiracy to raise it to the heights from which it fell. That

was the time for the farmer to have sold his un-grown grain, to make delivery when harvested. If the farmer misjudged the market the fault is his not the "conspirators'."

COTTON'S POSITION DIFFERENT

The case is different with the planters. The system of grading and warehousing cotton is primitive compared with that of grain. The system of picking is by hand for lack of a cotton "harvester." Production is on smaller units than grain, and by more ignorant producers, many of the "forty-acres-and-a-mule" type. Such producers are a trouble to a bank, which makes them less desirable borrowers than those who deal in larger units and in a less shiftless and more intelligent manner. For example, insurance interests wishing to know the value of their risks inspected the cotton stocks at a certain centre this month and found 95 per cent. was hardly marketable at all. But it had been financed by local banks which were supporting their customers in carrying it for higher prices. Cotton which is laden with field earth, stained by weather, bagged so that the bales lose weight by sampling, some times intentionally too liberally, is not wanted by our spinners, but there is a market for it abroad, where the demand is so strong that anything spinnable will be taken by those with the skill and knowledge to work it. A combine between bankers and owners to export cotton like that is a blessed relief to both, and to our cotton market as well. During the war we exported sevenfold normal quantities of cotton cloth. We cannot hope to do so in peace as industry revives abroad, and there is nothing surprising or alarming in the fact that our domestic cotton consumption in October was the lowest since the war. Exports of cotton, on the other hand, are larger than for recent years. With 674,291 fewer domestic spindles working than last October, it is a demonstration that foreigners are best buyers for our cotton, and it is not possible to argue that there is any conspiracy for cheapening cotton.

What both farmers and planters need, and know that they need, the planters especially, is a combination with bankers for financial results favorable to both, rather than with unions or laborers for political results. From Fort Worth and Corpus Christi comes news of a combination to pool 15,000 bales of low-grade "bolly" cotton for export by Texas growers. In New Orleans last week there were meetings between bankers and planters to form the Federal International Banking Company with \$12,000,000 capital under the Edge law, to export products from ten States, especially cotton States. More than fifty Georgia banks lent their aid. On Dec. 10 there is to be a meeting to forward the \$100,000,000 Foreign Trading Financing Corporation, which is supported by the American Bankers Association. This bank could finance exports tenfold its capital, or a billion dollars' worth. Germany is the best buyer of the sort of cotton we can best spare, and it offers inducements by waiving half the export levy on cloth in order to reduce unemployment. Accordingly, the Farm Bureau Federation proposes a loan of about a billion to Germany and Austria, equivalent to the funds held by our Alien Property Custodian, in addition to a prior lien on German national property. Chicago banks contributed last week \$8,000,000 to a \$30,000,000 fund for the accommodation of live stock growers, in co-operation with New York, Boston and St. Louis banks. New York's share is \$12,000,000.

If, with such incidents before them, our agrarians think that bankers are their enemies instead of their friends they are beyond the reach of reason. If they are awake to their opportunity they will take another leaf from the book of the industrial trusts and integrate their industries. Our most successful motor-tire industry grows its own rubber, and might equally well grow its own cotton. One of our foremost shipbuilders imports its ore in its own vessels. The biggest maker of bread-and-butter automobiles owns a railroad to carry his ore. Some of our flour mills grow their own grain. There is an equality of economic reason for our mills to run their own plantations or for our plantations to run their own mills. Modern industry is successful in proportion that its units are large and its "overhead" small in proportion. There is no fear of monopoly on the part of corpo-

(Continued on Page 631)

Oil Producers Seek "Square Deal" for Their Industry

Future Supply One of the Big World Problems Declares W. C. Teagle, Discussing the Situation From the American Point of View at the First General Annual Meeting of the Newly Organized Petroleum Institute

Special Correspondence of The Annalist

WASHINGTON, Nov. 20, 1920.

IN opening the first general annual meeting of the American Petroleum Institute, held in this city on Nov. 17, 18 and 19, President Thomas A. O'Donnell declared that the animating purpose behind the organization was to obtain for the petroleum industry a square deal from the Government and the people and in return to give them like measure.

"This is the first time in the history of the petroleum industry in America that we have had a national organization which has invited the entire petroleum industry of the country to become its members," said Mr. O'Donnell. "We have been passing through strenuous and disturbed times. There is a great deal of unrest in the public mind and confusion everywhere. There is no part of our industrial life that is so sensitive to confusion and uncertainty and agitation as the petroleum industry. We need a national organization not to get something that the petroleum industry has not been entitled to, or to get some special privilege for that particular branch of our industrial life, but to get from the American people a square deal, and in return give them like measure. The Petroleum Institute is undertaking that task—to become acquainted with our national problems and to present them in such a manner that it will get for us what we are entitled to and nothing more.

"One of the principal things that we need is a healthy, co-operative and fair public opinion. I believe that the petroleum industry of America has nothing to fear in the matter of Government or our people if we can get a fair hearing."

The petroleum supply as a world problem was presented by W. C. Teagle, President of the Standard Oil Company of New Jersey, and Richard Airey, Vice President of the Roxana Petroleum Corporation. Mr. Teagle, taking the American point of view, declared:

"If the matter of ample petroleum supplies is not the world problem today, it must at least be included among the few really big questions on which thinking men the world over are spending a good deal of energy.

"The world's petroleum situation as it exists today is this:

"The demand is keeping pace with production and bears every promise of expanding in future as rapidly as more crude can be supplied.

"It is a conservative estimate that the world consumption, which in 1910 took 327,000,000 barrels and this year is using 615,000,000 barrels, will call for close to 700,000,000 barrels in 1921.

"Where and how is this production to be obtained?

"Let us look at the situation in the United States. This has always been the great petroleum producing and consuming nation, supplying close to two-thirds of the total world production.

"Domestic production is holding up remarkably well. Nevertheless, in 1919 the United States imported nearly 60,000,000 barrels of crude oil. When the current year's figures are complete they will probably show imports of nearly 120,000,000 barrels. Indications are that in the current year we shall produce within our own borders 445,000,000 barrels, and consume, with Mexican imports, a total of 565,000,000 barrels.

"The figures matter little, but the tendency is all-important. It emphasizes the relatively smaller part our home production is going to play in the future. The American petroleum industry must look to the development of production outside the United States to supplement the supply from domestic fields. Domestic crude is not sufficient even for current home needs, and it is absolutely imperative that American petroleum producers proceed actively and intelligently to develop oil resources in foreign lands. They are particularly fitted by past experience and training for this work.

"With the necessity of carrying on a vigorous campaign wherever oil may be found, the world is confronted with the question of the best way to obtain and operate new sources of supply. Should this work be done by Governments with Government ownership and restrictive legislation, or should it be entrusted to the private producers and practical oil men of the world, to be pushed by them without governmental hindrance other than

Asks for Square Deal for the Petroleum Industry

WE have been passing through strenuous and disturbed times. There is a great deal of unrest in the public mind and confusion everywhere. There is no part of our industrial life that is so sensitive to confusion and uncertainty and agitation as the petroleum industry. We need a national organization, not to get something that the petroleum industry has not been entitled to, or to get some special privilege for that branch of our industrial life, but to get from the American people a square deal, and in return give them like measure.

One of the principal things that we need is a healthy, co-operative and fair public opinion. I believe that the petroleum industry of America has nothing to fear in the matter of Government or our people if we can get a fair hearing.—Thomas A. O'Donnell, President of the American Petroleum Institute.

such regulation as is applied to industries in general?

"Let us consider the first alternative. Is there any justification in this country, based on the experience of our own Government in running the railroads and express companies, in building and running ships or in any other particular in which Government has entered the domain of business, for believing that there is in Government operation any of those qualities necessary for the development of great business with boldness, initiative or efficiency?

"Now, what is offered by the industry itself in the way of a promise of bigger production if it is left unhampered?

"The record of performance is clear. For half a century the oil business, privately conducted, has attracted to its service ample capital and men of brains, strength and resourcefulness. In the United States, where the industry had the freest rein, it has traveled with seven-league strides.

"This country's oil lands have been thrown open to the world, with aliens as free to acquire production as our own citizens. On the other hand, many foreign Governments are deliberately placing obstacles in the way of those who would like to assist in the development of new sources of supply.

"If foreign Governments insist on pursuing the policy of nationalizing oil lands and reserving subsoil rights to be held under Government direction; if they persist in attempting to keep all of their own petroleum deposits for their own future benefit, while relying upon the United States for a large share of their present-day needs, then and in that event this nation will have no alternative but to take cognizance of the attitude of foreign Governments, and as a matter of necessary self-protection to consider the adoption of measures reciprocally to conserve its petroleum resources for its own people. It is to be hoped that the United States will never

Waste in Consumption Called Inexcusable

THE Conservation Bureau estimated that by inspection, supervision and co-operation the bureau, during its existence of less than a year, effected a total conservation in fuel oil, natural gas and kindred products that, translated into money, represented approximately \$5,000,000. Unbelievable inefficiency was reported by the inspectors.

The Bureau of Mines is on record as believing that 10,000,000 to 15,000,000 barrels of gasoline are lost each year in this country through inefficient storage and handling.—M. L. Requa, Vice President of the Sinclair Consolidated Ore Corporation.

be forced to take such a step by way of self-defense.

"With its position in world trade and the economic and financial weapons ready to hand, the United States could undoubtedly compel a new allotment of foreign oil territory so as to give it a share of what other nations are now proposing to keep for themselves. But we do not propose this. Might never makes right, and the smaller countries without similar means of forcing their way into such a division deserve better treatment at our hands.

"Moreover, we do not believe any such measures will be necessary. The world is too anxious for petroleum. This it can obtain only if there be maintained everywhere a free and fair field to all, with special governmental favor to none."

Presenting the British position on the oil question, Mr. Airey of the Roxana Corporation said in part:

"Shortly after the armistice it was officially disclosed that the stocks of oil were at one time so depleted that the navy was seriously handicapped in carrying out its prescribed duties. It is, therefore, the logical outcome of the lessons of the last six years which actuates Great Britain with the desire to go out into the world to seek its own supplies of petroleum. It is the first principle of the doctrine of self-preservation. Great Britain is today desirous of acquiring a share of the potential oil-bearing lands throughout the world. There will be competition, but competition of a healthful and stimulating character which is so essential for success of business enterprise. In this competition I am of the opinion that the rights of the United States and its citizens will be respected, and it may be recalled that the British Premier in speaking of Turkey stated that the legal rights of America must be safeguarded.

"Now, with regard to newly discovered potential oil lands within the domain of European countries and their possessions, I am of the opinion that there is a great deal to be said in support of a policy which gives their citizens the first opportunity to acquire concessions, particularly for a product for which they have so long been dependent upon outside sources.

"It seems to me that the problem which faces Great Britain today is to work out a policy which will be fair and non-discriminatory, and which will, at the same time, give some recognition to the prior rights of its citizens in the development of its petroleum reserves. There is nothing new in this theory, and have we not something along the same lines in the protection which has been granted the American merchant marine in order to foster and develop the maritime interests of the United States?

"The great nations cannot afford at this time to engage in commercial rivalries which will tend to endanger the return of sane economic conditions throughout the world. Misunderstandings should be cleared away, and the fundamental principles governing our commercial relations should not be lost sight of in the partisan views which find expression, all too frequently, in the press of the United States, and, I may add, the press of Great Britain.

"Motives which have been ascribed to Great Britain of seeking to create a monopoly over the potential oil lands of the world are untenable. Such a grip of the world petroleum industry is impossible. The United States enjoys the balance of power in petroleum within her own possessions, and, in addition, she controls by far the greatest share of the production of Mexico. Her holdings of the potential oil-bearing lands in South and Central America are in excess of the aggregate of those held by all other countries. So strongly entrenched is the United States in the great world reservoir of oil that it would be well-nigh impossible to take the lead away from her, even assuming there was the slightest evidence of a desire to do so."

The right of American citizens to the protection of their Government in their legitimate foreign enterprises was the keynote of the address of Frederic R. Kellogg.

"Shall any nation within whose borders Ameri-

can citizens have ventured their capital and their lives in the promotion of industrial enterprises be considered as having the right to take from these Americans the fruits of their enterprises when success has been attained without any pretense of compensation, or any shadow of title other than that which physical force may furnish?"

This, Mr. Kellogg declared, briefly set forth the Mexican oil question in which the United States had been interested since 1900, when two Americans, Charles A. Canfield and Edward L. Doheny acquired their first properties by purchase from private owners who had held them from the crown of Spain by continuous chains of titles dating back 300 years.

"Doheny and Canfield were not then and never have been 'concessionaires,'" declared Mr. Kellogg. "They have never asked nor received anything from the Government of Mexico. They never acquired any public lands, but continued their acquisition of properties from private owners. They were followed by other American oil companies, all of which pursued the same policy. An English company obtained a concession from the Government covering a large extent of territory, but, so far as my information extends, no oil has ever since been produced from it.

"The essential point that I wish to make is that no American company has ever had an oil concession from Mexico at any time since the beginning of the commercial development of petroleum in that country.

"At all times during the acquisition of these private properties the law of Mexico relative to titles to petroleum was contained in three statutes: The Law of 1884, the Law of 1892 and the Law of 1909.

"All contained provisions which are substantially identical, to the effect that petroleum belonged to the owner of the surface of the lands and might be developed and dealt with by the surface owner as he saw fit without governmental license or interference.

"In other words, the republic of Mexico issued unmistakable invitations to all the world to come and invest its money, its brains and its labor in this industry.

"There has never been the least doubt as to the meaning of any of these statutes, a point which is not only demonstrable by an examination of the language itself but which was decided at a special session in 1905 of the Academy of Jurisprudence of Mexico (an association resembling the American Bar Association and containing all of the leading jurists of Mexico among its members), at which with only one dissenting vote it was determined that under the laws of 1884 and 1892 petroleum did not belong to the Mexican nation and could not be taken by the nation from private owners without full compensation.

"In reliance upon these statutes the petroleum development progressed."

GOVERNMENT PROTECTION

Here Mr. Kellogg sketched the incoming of the Carranza Administration and its absorption of private properties, beginning with the railroads, the express business and the banks. The attitude of the American oil companies organized to defend themselves against confiscation was outlined in detail and the dependency of the United States Navy and our merchant marine upon our oil supply pointed out. Regarding the effect of interference with the producing companies Mr. Kellogg said:

"It is beyond question that foreign commerce is today an essential to the industrial well-being of any nation. No country in the present stage of the world's history can live a hermit and still prosper. But if we are to have a foreign commerce our citizens must be willing to devote their lives and their capital to its development, and this will no longer be possible if it becomes known that the United States of America has adopted the policy of abandoning those of its children who are endeavoring to promote its foreign trade.

"Men will not risk their fortunes and their lives in discovering and developing the natural resources found within the borders of foreign lands and which are so necessary to our own national development if they know that when success has been achieved its fruits may be snatched from their hands.

"Our individual citizens cannot stand alone against the organized power of foreign lands. They are entitled to the support and the help of our own Government in their legitimate enterprises. With that support they will hold their own against the citizens of any other nation in this world. But they cannot do this by themselves. They must be protected where they are entitled to protection. And such a policy on the part of this Government

is simply one of respect for its citizens and for itself as well. It involves no bullying of small nations. It is not a policy of intervention, for intervention is promoted not by the man who believes in square dealing, but by the man who advocates the approval of crooked dealing at the expense of our citizens by Governments or internationalists of other nations. It is not a policy of war, but is a policy of peace. Without such a policy our foreign commerce cannot be prosperously continued.

"Carranza has gone, but the evil which he did lives after him. At first the utterances of President de la Huerta were encouraging to the oil producers, but his later acts and declarations do not indicate any present intention on his part to recognize the rights of the petroleum industry.

"Inasmuch, however, as his term of office ends on Dec. 1, it seems at the moment probable that the final adjustment of this matter will devolve upon President-elect Obregon. In several of his

Foreign Resources Must Be Developed by the U. S.

THE American petroleum industry must look to the development of production outside the United States to supplement the supply from domestic fields. Domestic crude is not sufficient even for current home needs, and it is absolutely imperative that American petroleum producers proceed actively and intelligently to develop oil resources in foreign lands.—W. C. Teagle, President of the Standard Oil Company of New Jersey.

published statements General Obregon has indicated his intention of adopting such policies as are calculated to improve the relations between Mexico and the United States, and the hope of the oil producers is that one of the first steps he will take in that direction, unless it shall have been previously taken by President de la Huerta, will be to cause the Mexican Government to abandon, once and for all, the discredited Carranza confiscatory scheme."

INEXCUSABLE WASTE

"Conservation" was the subject of the address by M. L. Requa, Vice President of the Sinclair Consolidated Ore Corporation, who said that as a result of the activities of the Conservation Bureau of the Ore Division of the Fuel Administration he was prepared to make the specific charge that the consumption of fuel oil, natural gas and gasoline is inexcusably wasteful.

"For years the Bureau of Mines has been studying the problem of increasing the recovery of petroleum from oil sands as best it could with the appropriation available, and has expressed the opinion that only 10 per cent. to 20 per cent. of the oil underground is being won," said the speaker. "Is it commercially possible to recover greater quantities, and how? What is the industry doing, co-operatively or individually, to recover more oil from the oil-bearing formations?"

"Speaking in broad terms, I may say that the Conservation Bureau estimated that by inspection, supervision and co-operation, the bureau, during its existence of less than a year, effected a total conservation in fuel oil, natural gas and kindred products that, translated into money, represented approximately \$5,000,000. Unbelievable inefficiency was reported by the inspectors.

"The petroleum industry has only indirect control over consumption, but over production, transportation, refining and distribution it has a very

Says Britain Will Respect Rights of the U. S.

GREAT BRITAIN is today desirous of acquiring a share of the potential oil bearing lands throughout the world. There will be competition, but competition of a healthful and stimulating character which is so essential for success of business enterprise. In this competition I am of the opinion that the rights of the United States and its citizens will be respected.

It seems to me that the problem which faces Great Britain today is to work out a policy which will be fair and non-discriminatory, and which will at the same time give some recognition to the prior rights of its citizens in the development of its petroleum reserves.—Richard Airey, Vice President of the Rozand Petroleum Corporation.

direct control. Unless efforts looking to conservation are centralized in some such organization as the American Petroleum Institute the desired ultimate result cannot be attained, no matter what the activities of the individual units of the industry may be.

"The Bureau of Mines is on record as believing that 10,000,000 to 15,000,000 barrels of gasoline are lost each year in this country through inefficient storage and handling, and that at least one-half of this could be saved. Can the industry prove that this statement is right or wrong? And, if right, why doesn't the industry find ways and means of correcting the situation?"

"The Bureau of Mines has compiled figures showing that refinery losses average approximately 4 per cent. of the material run. Can these losses be reduced? Is there any joint discussion among refinery superintendents? Do they ever meet and talk things over? I am aware that economic pressure is the greatest incentive to conservation, but a proper understanding of the responsibility resting upon the oil industry, as the trustee of the people in the administration of a wasting national asset, will, I think, add even greater efficiency to that due solely to a desire for increased profits. And this awakening in itself will be the source of greater company profit by conserving and making available material that would otherwise be wasted without profit to any one.

DEMANDS OF COMMERCE

"Burned under boilers, fuel oil is at best wastefully consumed, and at worst is losing in every barrel 20 per cent. to 30 per cent. of lubricating stocks that we shall some day need, and need badly. Over any long period of time its future use in this manner is without excuse or justification. Employed as a fuel in the Diesel or semi-Diesel type of engine, the saving amounts to as much as 75 per cent. of the oil burned; and economic pressure will, of course, force greater and greater use of this type of engine, especially for marine work.

With the United States planning a great expansion in foreign trade and building a substantial merchant marine we will ignore a most potent point of superiority if we neglect the significance that motor ships have on the situation declared Mr. Requa.

"The requirements of automotive transportation, particularly truck and tractor, also are growing so rapidly that a supply of motor fuel can only be assured for future years by giving the utmost attention not alone to economy of operation but also to the more difficult problem of adapting the engine so as to permit the maximum increase in the fuel supply," said the speaker.

"The problem of co-ordinating engine and fuel is thought by many engineers to represent one of the most important issues now occupying the field of automotive transportation. Is the co-operation between the automotive industry and the petroleum industry in the solution of this problem effective, is it serious, and can it be made still more satisfactory?"

"In the past I have frequently referred to the pivotal importance of lubricating oils, and I need not emphasize on this audience the fact that the machinery of our industrial age is utterly dependent upon ample supplies of mineral lubricants. There is wide room for research not only in the production of these oils but in the use of lubricating oils as well. It has been estimated that in the United States needless losses arising from imperfect or faulty lubrication run to as much as 50 per cent. of the power generated. Is there any co-ordinated effort being made to improve this condition?"

"I should be remiss in my review if I did not call to your attention the means of conserving petroleum by the development of supplementary resources. The usefulness of oil is so great, and the requirements for oil products are so insatiable, that it is safe to say that the production of petroleum cannot keep pace with the needs of civilization. Should we double the output this coming year the net result would merely be to double the range of requirements dependent upon petroleum.

"Irrespective of the size of our future production, therefore, we shall meet a demand of even greater proportions. In recognition of this condition, and as insurance for continuity, we should not neglect, in proper time, to make easy the way for our resource allies. The oil shale industry, the coal refining industry, the power alcohol industry, with their potentialities and their limitations, deserve our close consideration. While they may superficially appear as competitors, they are, fundamentally, our allies. When the time is ripe I believe these supplemental sources of supply can be developed by the petroleum industry more advantageously than by any other agency."

The "Open Shop" Most Important of Industrial Questions

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can never be regained. During the year 1919 there were 3,232 strikes of record. An analysis of 2,395 of these, or only about 60 per cent., shows that 3,950,411 strikers lost an average of thirty-four days per strike, which meant a loss of 134,300,000 working days. That is only a part of the time wasted. Counting 134,000,000 working days lost at an average of \$6 a day, the money value is estimated in wages at more than \$800,000,000. What was the loss to industry? What was the loss and inconvenience to the people of the United States? What did many politicians do either to foment these strikes or to adopt an attitude indicating sympathy therefor? These strikes made possible the very thing which the workers were crying out against, the so-called profiteering. For profiteering in wages meant increased cost of production, and, in addition, strikes for the purpose of forcing uneconomic wages brought about decreased production. These questions are intimately bound up with the open shop movement because practically all of the strikes which brought such loss to the nation, many being almost criminal in their intent, were of unionist origin. Strikes will diminish, and substantially disappear, when the open shop plan of business operation becomes the reality which is its destiny.

You will recall the fact that General Hancock was laughed out of the Presidency because he said that the tariff is a local issue. But Hancock was right. The tariff, and many other questions, are a local issue, and as a people we are suffering from provincialism and the misunderstandings which it always inspires. What we need is a better understanding of nationalism. As business men we, too, are somewhat provincial, and the National Founders' Association should be particularly useful in urging true nationalism. You gentlemen gathered here today are brought in contact with men from every other State. You exchange views. You learn of conditions in other places. You know that it is not alone your own locality which is of paramount importance. You act together as a unit for the purpose of bringing prosperity to all sections of the country. Other organizations are also doing this excellent work, but unfortunately this spirit of nationalism has not yet sufficiently reached all of our politicians.

LOOK FORWARD WITH HOPE

Now, we are to have a new Administration to which we look forward hopefully and expectantly for a better understanding. We have certain rights and knowledge of things which ought to be done. Every four years we have heard the recurring phrase: "That we are to have a business administration." Perhaps we have had one, but I am not experienced enough to be able to pick out the particular administration which measured up to the designation. Truly we do need a business Government, and it should be our purpose to both define and demand it. The new Administration should recognize the fact that business in the United States is essential to the maintenance of our prosperity; that it is honest and must be encouraged and fostered. We urge that there shall be put in office only men who realize the duties of the Departments over which they are to preside. We insist that the Departments in Washington shall remove the parasites that have infested them in recent years, and that none but Americans shall be placed on guard over the business of our country. We ask only for intelligence, efficiency, fairness and Americanism as the qualifications for men who are to be appointed to public office, and who are to administer the laws. We require that Socialists shall be eliminated from public life and from public office. We are not merely registering a request; we are presenting a demand, and we are

intent on following it up until we shall eventually have in Washington an American Administration in the best sense of the word.

During the last campaign it was reassuring to note that business men took a greater interest in politics than ever before. But with this complimentary remark, praise must stop. For business men have only slightly developed a political conscience; and are just now beginning to realize that they can discharge a duty to their country and to themselves by taking an active part in both local and national politics. Heretofore, they have permitted noisy minorities to dictate both nominations and elections, and whatever came to the business man in the way of punishment was fully deserved. It is equally part of his civic duty to see that so far as his votes count, no man should be selected for public office who is not fitted for the position, and no man should be elected who indicates incompetence, or who is committed in advance to the direction of any self-constituted group. The politician is always wide awake. The labor leader keeps him company. The business man all too frequently forgets that he has a duty to perform, and they work while he sleeps, with a result that is not always gratifying. You constitute a part of the great directive group of the people of the United States, and yet you habitually delegate the power to name the men who shall legislate for you. The best way that you can maintain the open shop is to prevent the selection by classes of direct agents in the guise of representatives in both Congress and in the State Legislature.

And now I will refer briefly to a third and concluding factor which is of extreme national importance.

For more than one hundred years the United States has been receiving immigrants, who have bettered their own condition by coming here, and who at the same time have developed the resources of this country and made it a powerful nation. Approximately thirty-three million aliens have entered our gates during this time, and today the number of foreign born in the United States exceeds sixteen million.

There is no more important question in the life of a nation—whether viewed politically, socially or industrially, than the character of its population. It would be natural to suppose, therefore, that we have followed a consistent national policy, which, while it considered the rights and duties of the immigrant, also looked to the conservation of our own welfare. On the contrary, it is difficult to say what our policy has been, unless we describe it as one of long periods of indifference, interrupted by occasional hysteria.

This country needs immigrants, and will continue to need them. It is the industrial university of the world, and it requires a freshman class every year. The question is, whether we are to admit and distribute our immigrants according to a well-thought-out, consistent plan, or whether we are to continue to leave things to the mercies of chance and to politicians.

THE INTERRACIAL COUNCIL

There are approximately forty conditions which an intending immigrant must now meet before he enters the United States, and if he passes them all he represents a far higher grade of intelligence than one would be apt to find in the population of any community, American or foreign. He must be mentally and physically sound, able to support himself and without any criminal history. No beggar, vagrant, polygamist, anarchist or prostitute can be admitted. These are all excellent provisions, but the legislation to provide for them is far more complete than the actual provisions for the execution of the law.

There are two provisions which are open to

grave question: One is the literacy test, the other the so-called contract labor law. The literacy test is not honest because its real purpose is concealed, which is nothing more or less than to keep out unskilled labor which the country needs. It is not a test of industry, energy, character or loyalty, and these are the fundamental things. The contract labor law does not prevent the importation of immigrants who would reduce our standards of living, and as it is worded, we are forbidden to give any immigrant correct information concerning opportunities of placement, so that when he comes here he cannot be routed to the districts where he is most needed. Proper distribution is exactly what we need to assist in the stabilization of normal industrial requirements.

Even at the ports of entry there is no method of distribution. That is why the immigrant, usually honest, is assimilated so slowly while absorbing suggestions which debase his ideals.

But there is at least one organization that has a definite immigration purpose, and a complete program. That is The Interracial Council, of New York City. Its possibilities and accomplishments are limited only by the funds at its disposal. It carries a Bureau of Research for the special study of problems of immigration. It conducts a double system of education—one for the immigrant, so that he will learn about America, and that field with which he has the closest relation; that is, the field of employment. It provides reading matter for the press, because it believes that it is as important for the American to learn of the immigrant as it is for the immigrant to be educative concerning America. The Council also makes surveys in industrial establishments employing foreign labor, the object being to acquaint the management with the thoughts and opinions of foreign-born workers by direct and open discussion with them.

Both in the nation and in the States there are many immigration laws which only multiply misunderstandings because they express prejudices and refuse to recognize facts. If we are educating the immigrant, we first ought to know about him, and call him into the movement, so that he can express his opinion, and understand that in operating projects devised in his interest, he, too, will be consulted.

We ought also to recognize a few fundamental facts on immigration. The immigrant comes here for his benefit, and we take him here for ours. If we accept him, we cannot at the same time exploit him or make him the universal goat when anything goes wrong. There are radicals who are foreign born, and most of them are misguided. There are, too, Americans of the same stripe, and they have less excuse. The very great majority of our immigrants are decent, law-abiding, intelligent, respectable, worthy people, and they will become good and enthusiastic citizens if given a square deal. In the fundamental things men and women are much the same the world over.

And we must recognize, too, that in the future the immigrant is not coming here to obtain political or religious freedom. Those will be sooner or later assured him in his home country. His sole reason for coming here then is economic; the privilege of securing better living conditions through the exercise of his capabilities.

It is time, therefore, that these problems of admission, distribution, assimilation and stabilization should be taken out of the hands of sentimentalists and politicians, and that they should be placed where they belong in the hands of intelligent, impartial thinkers who know enough of American history to realize that we need these people for our own development and that, on the other hand, they need the wisdom and sympathy of unprejudiced Americans.

End of Security Price Slump Indicated by Index Line

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downward tendency develop can be given by any index number below 83. Any index number greater than 83 may foretell the beginning of a downward move, provided it be less than the index number of the preceding month by a percentage which increases by .71 for each unit that the index number exceeds 83. For example, 88 being five units greater than 83 can forecast a downward trend only if it be no more than 100 minus five times .71 or minus 3.55, or 96.45 per cent., of the index number of the preceding month. But 88 is 96.45 per cent. of 91.24. Consequently a drop to 88 from any index number less than 91.24 would not constitute

a forecast. To determine the forecast of a downward trend, therefore, simply compute the percentage of a lower index number to the one before it. Compare this with the percentage obtained by deducting from 100 the percentage resulting from multiplying .71 by the number of units by which the last index number exceeds 83. If the percentage of the second index number to the first is not greater than this amount a forecast is indicated.

A word must be said in explanation of the other predictions that the security market would suffer a relapse in February, and that business activity would not become general before August. Study

of the chart for other years in which a long bear market has given way to a bull movement has shown that a relapse has followed the first upward turn of the market after an interval in exact consonance to the earlier movements of the market, and that the resumption of business likewise has followed a mathematical course. Without entering into a discussion of the mathematics involved it may be said that February and August are the months indicated in the present situation, and the accuracy of the index line may be tested by the degree of fidelity with which events follow this indicated course.

France's Financial Reconstruction Dependent on New Loan

Statement of Finance Ministry Shows a Deficit in Funds to Meet Extraordinary Expense of More Than Four and a Half Million Francs—A total of 26,171 Billion Francs Needed—Tax Increase of 200 and 300 Per Cent. Have Balanced the Ordinary Budget

France is now engaged in floating a popular peace-time loan, the second within the year. By means of it she hopes to be able to meet fully her budget for this year and also to begin a reduction of her debt contracted during the war. The significance of this loan is important to any one who would understand France today. An explanation of how this loan will help France turn her finance corner has been furnished in the following statement by the Finance Ministry of the French Republic. This official statement will be found of use both as an explanation and as a document for future reference.

ASIDE from the loss to France of two million of her best men and of fields, villages and cities ravaged, the war has cost her nearly two hundred billions of francs. This figure represents the approximate total of public expenses between Aug. 1, 1914, and Nov. 11, 1918. The ordinary resources of the Treasury could not begin to meet such an enormous sum. During the war France actually did increase her taxes so as to produce some three billions more of francs. To meet the balance it was necessary for her to resort to short and long term loans and advances from the Bank of France.

During the four years of war France met her expenses in the following ways:

HOW THE WAR WAS PAID FOR.

Taxes	32 billion francs
Internal loans	53½ billion francs
External loans	31½ billion francs
Short term loans	50 billion francs
Advances from the banks of France and Algeria	25 billion francs
Total	192 billion francs

In this manner France has met provisionally her huge war bill. The task of peace is to proceed to the liquidation of this exceptional financial situation. The budgetary deficit must be ended and revenue and expenses balanced. To do this the Government and Parliament have agreed upon certain principles upon which to base future financial arrangements.

First, public expenditures must be cut down. The Government, by decree of March 14, 1920, appointed a Superior Committee of Inquiry charged without delay to propose means for reducing public bureaus no longer necessary and to formulate plans for reorganizing the machinery of the administration. Parliament has also put an end to disguised or hidden subventions which have in the past weighed heavily upon the Treasury. It has also increased railroad rates, in some instances as much as 100 per cent. It has taken measures to reduce to the consumer prices of certain commodities, notably wheat, to a point where they are now sold for less than their net cost.

Parliament, secondly, has insisted that measures be taken to see that tax payments are no longer evaded. It has, accordingly, insisted upon a reorganization of the fiscal administration and improved equipment for the bureaus involved. To forestall fraudulent returns, it has established more severe rules and evolved a better system of examination for the use of tax officials.

Only after having given taxpayers the guaran-

tees involved in such changes has it been possible to secure the full collaboration of Parliament in carrying out the measures necessary to balance the budget and begin payments on the war debt.

The ordinary expenses of France for 1920 total about 21,761 million francs. Included in this figure is the interest charge on the public debt, which alone amounts to 11,633 million francs. To meet these expenses laws have been passed, the most important being that of June 25, 1920, which provide for a revenue this year of about 21,770 million francs. This sum is made up in the following way:

FRENCH REVENUE FOR THIS YEAR

	Francs.
Taxes on war profits	8,112,981,474
Taxes on income	6,294,100,300
Revenue from State industries and monopolies	1,998,415,520
Miscellaneous revenue	949,745,837
Sale of war stocks	2,915,000,000
Excess tax returns over budget estimates for first six months of this year	1,500,000,000
Total	21,770,243,131

To meet taxes as huge as those indicated here it is obvious that every possible revenue resource will have to be tapped and that each citizen make a maximum return. It will also be necessary, inasmuch as France is a modern democracy, to handle these taxes in a just manner. That justice has been achieved is indicated by the following table:

Kind of tax.	P. C. of Whole.
Taxes levied on capital and incomes	38.8
Taxes on luxury purchases, &c.	49.0
Taxes on consumption	12.2
Total	100.0

When these taxes are compared with pre-war taxes it can be seen that they preserve substantially their same relative importance. The taxes on capital and on income increase with the size of large fortunes. The present rate on the former is an increase of 370 per cent. over the pre-war rate and on the latter of 250 per cent.

Consumption taxes, however, have not been greatly increased, except where they pertain to articles not of prime necessity. Smokers and drinkers, for instance, pay 68 per cent. of all the indirect taxes. Altogether the per capita tax in France today is 420 francs, whereas it was only 108 francs before the war.

A significant fact in the returns on the new taxes levied this year is that the excess profits taxes have greatly exceeded the estimates. For the first eight months of this year they have surpassed the estimates by more than 2,000,000,000 francs. This result indicates a real recovery in French economic life, and also is a reflection of the general rise in prices.

By "extraordinary expenses" is meant outlays necessary to liquidate war obligations, restore the physical equipment of the nation's industries, and repair war damages in general in all cases where such expenses are provided for by provisions in favor of France in the Treaty of Peace.

Because of their nature the Government was entirely justified in resorting to loans to meet them, relying for their ultimate repayment upon the execution of the provisions of the Treaty of Peace. The amount to be covered by this means is now about 26,171 million francs. Great as this figure is, it is not beyond the capacity of the Treasury for securing loans. The amounts that have been provided for to date are as follows:

SPECIAL FRENCH RECONSTRUCTION LOANS

	Francs.
Long term loans (5 per cent. amortizable rentes) and credit secured for the Government by the Credit National, about	11,600,000,000
Short term bonds of the national defense from Jan. 1 to Aug. 15	9,603,000,000
Income on the obligations of the defense national for the same period	353,000,000
Total	21,556,000,000

This total has been realized. More than four and a half billions are still needed. The present popular 6 per cent. loan will furnish the money necessary to meet the balance of the extraordinary expenses being incurred the present year.

The total of the French public debt on July 31, 1920, was about 235,739 million francs. It was made up as follows:

	Francs.
Consolidated debt	124,430,000,000
Long term loans	34,032,000,000
Floating debt	51,347,000,000
Advances from the banks of France and Algeria	25,930,000,000
Total	235,739,000,000

However great this debt seems in comparison with the pre-war debt, it is not out of proportion with the capacity of the country to meet it. The interest charge has already been provided for in the regular budget, and a balance of the budget itself is now assured. Nevertheless, persevering efforts must be made to reduce certain elements of the public debt, to fund the floating debt, and reimburse the Bank of France for its advances.

This last element of the public debt, advances from the Bank of France, is receiving special attention by the Government. From the beginning of the war these advances have been the principal means of meeting expenses while waiting for funds to be produced by loans, and, even when the loans were procured, they have been a supplementary means of credit. They form a grave problem in French finance, in that they directly affect the fiduciary circulation.

It is, therefore, impossible to exaggerate the importance of the present 6 per cent. loan in the possibility it, like its predecessors, gives of reducing the Bank of France note circulation. If the results from this new loan meet with our hopes, it is probable that the year 1920 will see a notable reduction in this note circulation. And it is certain that the Government, in the years which are to follow, will develop and pursue the plans necessary for the re-establishment of normal conditions.

Farmer-Banker Combinations the Hope of Planters

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rations whose conduct is regulated both by law and by custom of merchants, an unwritten law more controlling than statutes.

This integration of industry is the characteristic of our times and manners. The industrial revolution of the eighteenth century exhausted itself in gathering family producers into factories. Thereafter British methods were characterized by putting on more cheap "hands" whenever it was desired to increase production, swelling profits by wage economies. Women were substituted for men, and children for women, until the workers rebelled, and forced the factory reform laws. The characteristic of the German method was to conquer commerce, to dominate competitors by trick or device or brutal strength. That came to an end in the World War. The American method to increase production is to put machinery on the job, and to increase profits with production by less muscle, so as to pay more liberal wages. The American

standard of wages and profits is high, because American workmen are worth it, and American finance is inferior to none, either in boldness or ingenuity, or soundness. We have proved it amply in domestic trade, and now that opportunity offers we shall prove it in foreign trade, if politics will let us.

MUST BALANCE OUR TRADE

Over a series of years in normal times we cannot export more than we import by multiples of billions a year. The earth cannot supply the gold to balance the account, and we already have advanced more billions on open account than any nation ever did before. What we have sold we will get paid for as best we can, but we cannot repeat the record of the war years. Looking ahead we must buy to sell, and must sell to buy, one being as necessary for us, and our customers, as the other. Exchange between nations is as nearly what it seems as any-

thing in the uncertain world of trade. The greatest finance houses can control any other price movement more easily. Only Governments can control exchange over any considerable period of time, and even Governments find the control of exchange too much for them in the end. The Stock Exchange aphorism that the price includes everything, known or unknown, is more true of exchange than of security fluctuations. There is no such telltale as exchange regarding what nations think of national price comparisons, or the degree of currency inflation or wage levels or any other factor of price movements or trade currents. In details exchange is confusing even to experts, but in principle it is simplicity itself—accounts between nations must balance or trading must stop. That would leave us with an indigestion of our surplus production, which would be more distressing than the unforgotten indigestion of securities by as much as our economic crisis is worse than a financial crisis.

Forces Swaying Stocks and Bonds

Stocks

THE stock market during last week showed a continuation of the heavy wave of liquidation which started some two weeks ago. Prices fell rapidly, especially in the industrials, the great majority of which touched new low marks for the year. Selling came from all quarters of the country and the volume of business was larger than at any time since last April. There was nothing in the news to account for the sharp break other than the fact, which of course is of prime importance, that the country is going through a severe economic readjustment. The passing of the dividend by the American International Corporation, one of the largest exporters, showed conclusively the adverse situation which is being felt by those companies engaged in foreign trade. Credits are frozen to large extent, and it may be several months before the large exporting houses can see their way out of the woods.

That which is remarkable is the lack of rallying power in the market. There has been no upturn of substantial proportions since the decline began, barring perhaps a little advance last Saturday in some of the more speculative issues as a result of short covering. It is generally agreed, however, that stocks are in many cases on the bargain counter, and there has been good odd lot buying on all breaks.

Allied Chemical and Dye Down 5 1/4—Speculative holdings were released in large volume, the stock breaking to a new low for year.

Allis-Chalmers Off 1 1/2—The report for nine months showed that the company was doing excellent business, earnings for the third quarter running well in excess of the second quarter.

American Beet Sugar Declines 9—Further unfavorable reports regarding the sugar situation came to light during the week.

American Car and Foundry Off 3 1/2—Considering the weakness of the market generally, the stock held up well. At present prices the dividend yield offers an attractive return.

American Cotton Oil Down 2 1/4—There was moderate liquidation of holdings, the shares closing at their low for the year, 20 1/4.

American Hide and Leather Preferred Loses 4 1/2—The market for leather goods continues to be in the doldrums.

American International Corporation Down 11 1/2—The company passed a quarterly dividend on all classes of stock.

American Linseed Off 12—The stock broke badly on light offerings. There was only a thin market for the shares, which made a new low for the year.

American Smelting and Refining Loses 8—The unfavorable condition of the copper market acted adversely on all copper shares.

American Steel Foundries Off 2 1/2—Some large blocks of long stock came on the market, causing a break to a new low price for the year.

American Sugar Refining Down 1/2—The company announced the closing of all six of its refining plants due to the lack of demand for refined sugar.

American Sumatra Tobacco Declines 5—The shares were heavy despite the announcement by the President of the company that American Sumatra was never in so strong a financial condition as today.

American Writing Paper Preferred Down 4 1/2—The offering was not large, the sharp break being indicative of a thin market for the stock.

Anaconda Loses 7 1/2—The company is steadily cutting down its production.

Atlantic, Gulf and West Indies Off 7 1/2—There was further liquidation of speculative holdings. There seems to be some doubt about the extent of the company's production of oil in Mexico.

Baldwin Locomotive Declines 6 1/4—The equipment business is dull. Baldwin is in a strong financial condition, but, being a leader in the group of speculative stocks, the issue dropped abruptly when selling pressure was exerted.

Barnet Leather Loses 16—The offerings were small, but the market for the shares was decidedly thin.

Barrett Company Down 23 1/4—This company also suffered because of the thin market which existed for the shares.

Bethlehem Steel B Declines 7—The statement of Judge Gary that the Steel Corporation price level would remain intact caused some selling of the shares, on the ground that independent steel prices would have to go close to the Steel Corporation's level. The fact that the company will earn about \$25 a share this year was not considered as a market factor.

California Packing Loses 5 1/4—The company is said to be enjoying large earnings, but factors of this kind were disregarded in the market of last week.

Chandler Motors Off 2 1/4—There had been reports early in the week that the quarterly dividend might be reduced. The predictions, however, proved wrong, the company declaring 2 1/4 per cent. for the quarter.

Chicago, Milwaukee & St. Paul Preferred Down 1—Weak holdings came on the market at price recessions.

Coca-Cola Declines 3 1/4—The impression prevails that dividends are quite remote.

Consolidated Textile Loses 1/4—The company announced a new stock offering at \$21 a share.

Corn Products Off 4 1/4—The stock was heavy despite the announcement that the regular dividend and the extra could be maintained out of earnings.

Crucible Steel Down 17—Bear pressure was exerted on the issue. The 50 per cent. stock dividend will probably not come out for some time.

Delaware, Lackawanna & Western Declines 22—Trading was small, but the offering of stock in a weak market caused an abrupt price decline.

Famous Players-Lasky Off 11—Some large blocks of long stock were thrown over for any price they would bring.

Fisher Body Down 12 1/2—There was little demand for the stock and offerings had to be made at a sacrifice.

General Chemical Declines 23 1/2—The loss was made on trading of only 300 shares. The market was thin.

General Motors Off 1/2—The stock dipped to a new low mark. The company is curtailing operations at a number of its plants.

Great Northern Preferred Loses 5 1/4—There was no particular reason to account for the decline other than those which have been mentioned from time to time.

Inspiration Copper Off 6 1/4—The stock made a new low for the year. Some speculative holdings were released in large volume.

International Mercantile Marine Preferred Declines 2 1/4—The shares were heavy despite the fact that good earnings were reported.

International Paper Down 10 1/2—There has been steady liquidation of the issue ever since word was received that imports of foreign paper were coming into the country.

Lackawanna Steel Off 9 1/2—The action of the stock reflected the further recession in steel prices by independent manufacturers.

Mexican Petroleum Declines 6—Speculative holdings were released in heavy volume.

Midvale Steel Down 4 1/4—The company is rated as a high cost producer and hence would suffer on a general reduction in independent steel prices.

National Aniline & Chemical Loses 6 1/2—The stock broke sharply in sympathy with the decline in the stocks of other chemical companies which will go to make up Allied Chemical.

New York Central Off 2—There was some release of speculative holdings but, taken in all, the shares held up well considering the weakness in the industrial groups.

New York Air Brake Gains 3—Sales for the first ten months of this year are more than double those of the corresponding period of last year.

Sears, Roebuck Declines 4 1/4—Rumors persist that the dividend is to be cut.

Southern Pacific Gains 2 1/4—Expectation of an announcement soon regarding the segregation of oil properties served to hold up the issue.

Studebaker Down 5 1/4—The stock was heavy despite statements that the company was doing a large business.

Stromberg Carburetor Declines 11—The company is closely identified with the automobile industry, and the shares suffered through the curtailment of operations which is going on throughout the country.

Tobacco Products Loses 4 1/4—There continues to be rumors that the stockholders will receive substantial benefits in the near future.

United Fruit Down 8—There was heavy short selling of the stock.

United Retail Stores Off 5 1/4—Liquidation was heavy, the shares breaking to a new low for the year.

United States Rubber Declines 3 1/4—While the tire business is bad, work of that kind constitutes only one-third of the company's business.

United States Steel Loses 1/4—There appeared to be support for this issue each time that the stock approached 80.

Bonds

CONTINUED depression in the stock market last week again had the effect of slowing down activity in bonds on the Exchange and in over-the-counter business. The tone of the list generally was highly irregular, until near the close of the week, when the situation showed some improvement and moderate recoveries were noted in a few issues. However, notwithstanding the unsettled conditions prevailing, the bond list as a whole during the last week gave a very good account of itself. Leading bond men of the Street, it is said, express themselves as being surprised at the manner in which the bond market has held, because of the large number of new issues floated during recent months. This they claim proves conclusively that there surely must have been the very best kind of distribution of the new offerings, or otherwise prices would have broken more sharply when the general slump in the securities market began a week or so ago.

While new offerings of industrial and public utility issues were at low ebb last week, due no doubt to unfavorable conditions existing at the present time, new high-grade long-term municipal issues, which continue in exceptionally good demand even at advanced prices, were in abundance. Chief among these may be mentioned \$3,000,000 State of Maine 5 1/2 per cent. 1-10-year serial gold Soldiers' Bonus Fund bonds offered by a banking syndicate composed of Speyer & Co. and the Equitable Trust Company of New York, at prices yielding 4.80 to 5 per cent.; \$1,000,000 City of Los Angeles, Cal., 5 1/2 per cent. 1-40-year serial school bonds offered by New York bankers at prices to net from 5.10 to 5 1/2 per cent.; \$1,455,000 City of Paterson, N. J., 5 and 5 1/2 per cent. 1-39-year serial bonds at prices to yield from 5 to 5 1/2 per cent., and \$1,890,000 City of Fort Worth, Texas, 5 per cent. 9-39-year serial gold bonds at prices yielding from 5.10 to 5.25 per cent.

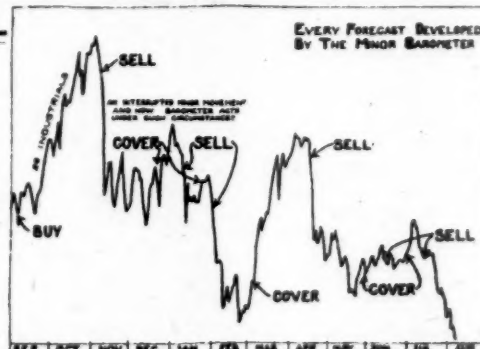
An issue of Chinese Government (Paris loan) 4 per cent. gold bonds of 1895, maturing July 1, 1931, was offered during the week at a price to yield approximately 8.30 per cent. up to 38 per cent., according to redemption, based on present low rates of exchange. The redemption is accomplished by means of an annual drawing by lot now effected in Paris each April, the bonds drawn being redeemed at par July 1 following.

Liberty Bonds Reactionary—Business in Liberty bonds and Victory notes was in good-size volume, with most of the issues fluctuating very irregularly the better part of the week. For instance, the second 4s on Monday opened at 85.50, which was also the low for the day, recovered fractionally the following day to 85.90, later fell off to 85.20, and the close of the week advanced to around 85.54. The yield at this price is about 5.10 per cent. Among the 4 1/4s, too, declines were very much in evidence. The second 4 1/4s the first of the week reached a high of 86.06, on Wednesday sold off to around 85.40, then later moved up to 85.64, while the third and fourth 4 1/4s went along in about the same manner, with the former selling off from 86.50 to 86, finishing the week around 86.30, and the latter from 86.48, declined to 85.70, advanced

Continued on Page 660

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Money

THE action of the money market last week served to show that the wave of liquidation which has been sweeping the country has been moving much faster than many suspected, and by the way rates were reduced did much to confound the prognostications of many who had been predicting that there would be no notable easing in either rates or conditions until after the turn of the year. As a matter of fact, it may be said that some of the ablest bankers in the Wall Street district have been fooled by the money market, for there was a degree of easement last week which was totally unexpected in more than a few high places.

The break to 7 per cent. for demand loans on the Stock Exchange on Thursday of the preceding week seems now to have been the first real sign of the turn. Last week call money opened and renewed at 8½ per cent. on the first business day, and then went off to 7 per cent. that afternoon. On Tuesday there was more tightness, superficially at least, and the one quotation of 8 per cent. obtained throughout. But on Wednesday, after the renewal of 8 per cent. had been established, the rate declined to 6 per cent. for the first time since Oct. 19, and thereafter, although renewals were held at 7 per cent., new loans were made on all days at 6 per cent., and there appeared to be an abundance of money available at this rate. So plentiful was it, in fact, that the 7 per cent. renewals on Thursday and Friday were made to look artificially high, to say the least.

Time money, while not so sharply down in quotation, was much more abundant in supply. On Thursday and Friday a number of lending institutions offered more freely than at any previous time in months, and, what is even more significant, their offerings seemed to about equal the demand for the first time in a very long period. Money dealers, commenting upon this, said that with the loosening up in offerings the bidders for time money seemed to have disappeared almost completely. This, it may be noted, is a most unusual state of affairs, with the securities markets falling as sharply as they were last week, for the lament of the securities dealer these many months has been over the extreme paucity of time money for collateral loans.

The sudden willingness of the banks to lend time money, and the offsetting unwillingness of those who lately regarded themselves as potential borrowers of time funds to take advantage of the offerings, looks to be extremely significant of the drift of the market. The banks, which may be regarded as very competent lenders, apparently are being actuated by the belief that rates are coming down, and are making efforts to get as much of their money out at as long maturities as they possibly can. Similarly, the borrowers seem to be harboring the same ideas with regard to rates, and are not at all anxious to commit themselves to four, five and six months' terms at the present high figures.

Stock market borrowers, who have had their requirements for money considerably reduced by the fall in prices of the last fortnight, appear to be satisfied to take their chances in the call market, and commercial borrowers on Stock Exchange collateral probably have been unloading a good part of this collateral and are not so much concerned with borrowing on it as they once were. At all events, there is every indication that if any further heavy offerings of time money come out a part at least will go begging. This bears out the assertions of money brokers that if any considerable amount were to be made available "everybody would run away from it." That statement was made by a leading money broker more than a month ago, and at the time he was not considered a prime critic, but his opinion is regarded differently now.

In addition to the ease noted in time collateral funds last week, there also was some easing in commercial paper. Rates for the general run of names still held at or above 8 per cent., but there were reports of sales of very prime names at 7½ per cent. This is the first concession in the commercial paper market in about two months or ten weeks, and is another sign of the times.

All of these signs point to the inevitable conclusion that the credit movement has either reached or passed its peak. The enormous volume of requirements this Fall have been taken care of and apparently the turn has been reached. The larger banks, in the advices which they have been sending

out to correspondents the last week, are almost unanimous on this point. It is not that any one has noted any marked contraction, but in more than a few places there are evidences of a moderate contraction. The aggregate of bank loans in all parts of the country probably is close to the highest point ever reached, if not actually at that point, but the load is lightening, nevertheless, in many lines and before long the liquidation to which the whole business community has been subjected should begin to make an impression on the statistical displays.

One large local bank in commenting on the interior situation last week, noted that interior banks in divers sections of the country, are moderately increasing the volume of their purchases of commercial paper, an evidence of the release of funds from other employment. They have also begun, in a small way, to reduce their borrowings from other banks, although such contraction as has occurred has not been large in volume. "It is important, however," says the local bank in its comment, "because in the present difficult situation it indicates an ability greater than might have been anticipated, on the part both of the interior banks and their customers, to liquidate outstanding obligations. It indicates also that the future trend will be toward the contraction rather than the expansion of such obligations."

The effect of the week's liquidation of commodities and securities was clearly discernible in the bank statements. The decline of loans reported in the "actual" record amounted to \$15,242,000, and there was a recession of \$32,244,000 in demand deposits. As the Federal Reserve Bank's statement showed, the member institutions reduced their rediscounts heavily, and reserve credits of the associated banks were \$24,390,000 less than the week before. This naturally ate into the surplus reserves, which amounted to \$12,470,380, a decline for the week of \$19,735,800. Government deposits totaled \$68,056,000, against \$8,599,000 on the preceding Friday.

The Reserve Bank gained \$13,457,111 in gold reserve, while net deposits were down \$27,521,000 and circulating notes declined \$2,987,920. The product was a rise of the ratio of cash to note and deposit liabilities from 38.3 to 40 per cent. A feature of the statement was the heavy decline, amounting to \$66,059,593, in rediscounts secured by commercial paper. Members' rediscounts of notes secured by Government war bonds declined \$12,801,000. The Bank was able to retire more than \$23,000,000 of the \$38,000,000 bills rediscounted the week before with other reserve institutions.

Acceptances

THERE was a somewhat better feeling in the market for bankers' acceptances the last week. The lower rates for call and time money and the more plentiful supply brought some new buyers into the bill market and for a time business was moving more freely than in several weeks. Local banks bought in rather good volume and, while they were no more constant and no more consistent, there were enough of them in the market to account for a good absorption.

The storms in the West and South which interfered with telegraph wires in midweek undoubtedly hurt the acceptance market, for they interrupted the flow of business from the interior just at a time when there was every reason to believe the interior would turn up as a good buyer. On Wednesday and Thursday, for example, when the few dispatches which were getting through announced the piling up of some surplus funds in interior hands, the wires were so irregular that little or no business could be transacted. On those days, it seems probable, the interior would have taken a good quantity had it been able to; but, being unable to do so, this source of buying power had to be got along without.

Boston, however, came into the market and bought freely. Two or three of the local agencies of big Boston institutions were standing in the market and taking very gratifying blocks of bills. They were anxious for New York names, of course, but were not so insistent upon obtaining them as were some other buyers. Boston just now seems to be particularly high in funds, both actually and relatively to the rest of the country, and this is a fortunate thing for the acceptance market, for Boston is one of the comparatively few centres where bills are well understood and readily marketable.

Pittsburgh bought rather more than has been its wont last week. But Pittsburgh is one of those places where a New York name is about all that will be accepted on delivery, and for this reason is not the consistent buyer that Boston, for example,

is. However, there were enough New York bills around last week in the hands of dealers to fill all requirements, so that there was no complaint on this score.

No change in rates was reported last week. Dealers said that, so far as they were able to learn, the alleged shading of offering prices had not taken place and gave it as their opinion that there would be no shading on any appreciable scale until the general money market works much lower than it is at present and lower than it promises to be for some time to come.

If commercial paper, which was reported down to 7½ per cent. for some of the very best names, continues to ease off to, say, 7 per cent. or 7¼ per cent., then there is the likelihood of a fractional drop in acceptances; but until such fall in ordinary commercial paper does take place, the present scale for prime acceptances is expected to hold.

The Federal Reserve Bank continues to buy prime bills at approximately 6 per cent. This rate, steadily maintained as it is, is another good barometer to watch, for it is about as certain as anything can be that the dealers will not lower rates until the central institution starts making concessions.

Stocks—Transactions—Bonds

STOCKS, SHARES

	1920	1919	1918
Monday	1,090,019	1,095,152	542,672
Tuesday	784,953	1,175,674	455,782
Wednesday	1,006,879	1,732,280	523,305
Thursday	1,124,662	1,179,776	556,240
Friday	1,430,124	1,046,574	649,040
Saturday	589,300	368,883	324,105
Total week	6,115,937	6,508,348	3,051,141
Year to date	194,884,208½	283,445,199	128,148,223

BONDS, PAR VALUE

	1920	1919	1918
Monday	\$15,585,800	\$12,650,500	\$10,222,500
Tuesday	14,374,700	16,330,500	9,222,000
Wednesday	13,263,700	18,561,500	11,118,000
Thursday	17,821,700	13,977,000	9,751,500
Friday	12,768,250	17,730,500	13,689,000
Saturday	6,494,500	12,103,000	8,015,500
Total week	\$80,580,850	\$91,359,000	\$62,018,500
Year to date	3,299,482,550	2,978,425,250	1,650,309,500

In detail the bond dealings compare as follows with the corresponding week last year:

	Nov. 20, '20	Nov. 22, '19	Changes
Corporations	\$20,823,000	\$12,933,000	+ \$7,890,000
Liberty	54,040,200	72,723,500	- 18,683,300
Foreign Govts.	5,635,650	5,515,000	+ 120,650
State	2,000	—	+ 2,000
City	80,000	187,500	- 107,000
Total all	\$80,580,800	\$91,359,000	-\$10,778,200

Stocks—Averages—Bonds

TWENTY-FIVE RAILROADS

	High.	Low.	Last.	Ch'ge.	Net Same Day
Nov. 15	58.12	56.71	57.56	+ .62	61.65
Nov. 16	58.72	57.79	58.06	+ .50	60.51
Nov. 17	58.33	55.91	56.53	-1.53	59.55
Nov. 18	57.24	55.88	56.12	- .41	59.81
Nov. 19	57.18	54.84	54.99	-1.13	59.52
Nov. 20	56.29	54.93	56.25	+1.26	59.18

TWENTY-FIVE INDUSTRIALS

	High.	Low.	Last.	Ch'ge.	Net Same Day
Nov. 15	91.04	88.67	89.90	- .10	120.10
Nov. 16	92.17	89.97	90.13	+ .14	117.16
Nov. 17	90.61	86.64	87.66	-2.47	115.52
Nov. 18	88.69	85.88	86.42	-1.24	118.71
Nov. 19	87.70	82.96	83.96	-2.46	118.47
Nov. 20	85.11	82.78	84.72	+ .76	110.32

COMBINED AVERAGE—FIFTY STOCKS

	High.	Low.	Last.	Ch'ge.	Net Same Day
Nov. 15	74.58	72.69	73.77	+ .26	80.87
Nov. 16	75.44	73.88	74.00	+ .32	88.85
Nov. 17	74.47	71.27	72.09	-2.00	87.53
Nov. 18	72.96	70.88	71.27	- .82	89.25
Nov. 19	72.44	68.90	69.47	-1.80	88.99
Nov. 20	70.70	68.85	70.48	+1.01	89.40

Bonds—Forty Issues

	Close.	Net Change.	Same Day
Nov. 15	70.70	— .44	73.97
Nov. 16	70.71	+ .01	73.93
Nov. 17	70.60	— .11	73.62
Nov. 18	70.34	— .26	73.50
Nov. 19	70.21	— .13	73.45
Nov. 20	70.08	— .13	73.46

STOCKS—YEARLY HIGHS AND LOWS—BONDS

50 STOCKS.				40 BONDS.			
High.	Low.	High.	Low.	High.	Low.	High.	Low.
*1920..94.07	Apr. 68.85	Nov. 73.14	Oct. 65.57	May 79.05	June 71.05	Dec. 75.65	Sep. 74.24
1919..99.59	Nov. 69.73	Jan. 72.23	Nov. 70.05	Jan. 80.48	Jan. 86.19	Apr. 81.51	Dec. 81.42
1918..80.16	Nov. 64.12	Jan. 82.36	Nov. 80.48	Jan. 86.19	Apr. 81.51	Dec. 81.42	Dec. 81.42
1917..90.46	Jan. 57.43	Dec. 80.48	Jan. 86.19	Apr. 81.51	Dec. 81.42	Dec. 81.42	Dec. 81.42
1916..101.51	Nov. 50.91	Apr. 89.48	Nov. 86.19	Apr. 81.51	Dec. 81.42	Dec. 81.42	Dec. 81.42
1915..94.13	Oct. 58.99	Feb. 87.02	Nov. 81.51	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42
1914..73.80	Jan. 57.41	July 89.42	Feb. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42
1913..79.10	Jan. 68.09	June 92.31	Jan. 85.45	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42
1912..85.83	Sep. 75.24	Feb. 89.42	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42
1911..84.41	June 69.57	Sep. 89.42	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42	Dec. 81.42

*To date.

The Annalist Barometer of Business Conditions

DURING a time of such severe readjustment it is to be expected that the unfavorable factors in business would far outnumber those which could be construed as indicative of better times to come. Just such a condition prevails at the present moment. Whether it be because of the fact or because of skilfully woven rumor there is no doubt that the outlook is far from promising. And yet those who are inclined to disregard the surface indications may find underlying the business structure those elements making for future improvement. It was noticeable during the last week that even at the culmination of the most insidious and disruptive rumor campaign undertaken by those who assume the bear side, there was a firming up of business sentiment. It is possible, of course, that too much stress is being laid upon the increase of seasonal demand, but at any rate there is a better outlook for the immediate future.

This is not to say that the process of readjustment has been carried to the ultimate end. There is still much to be accomplished along this line. For one thing the price declines which have taken place in the primary markets have not been reflected in full measure by the retailers. The hopeful indication, however, lies in the fact that the retailers are beginning to realize that any endeavor to artificially support prices must meet with failure. This is true in the South, where cotton is even now suffering from just such a campaign, and also true in the West, where the farmers who were holding wheat suddenly realized the folly of their position and began to liquidate holdings. In other words the price structure must be allowed to right itself without interference.

The spectacle in the security market has been far from reassuring. In the case of stocks prices have dipped to the lowest levels that have prevailed this year. Liquidation is rampant. It is coming not from any one section of the country, but from all quarters, and while talk of a panic seems to be exaggeration, nevertheless there are analogous features during the present decline and that which took place in 1907. It is too early to say how far the drop in securities will go, for it is notoriously true that the swing of the pendulum in Wall Street is always to extremes, whether they be high or low.

Unemployment is increasing and thereby is limiting the buying power. The idea of curtailment is uppermost in the minds of most manufacturers, and with curtailment there must necessarily be the throwing out of work of thousands of men. It is all very well to say that labor costs will not come down. To be sure they may not fall abruptly or even quickly, but in the long run there will have to be a readjustment in this particular as well as all others. Even now the readjustment is going on; increased efficiency being one factor in reducing costs. The working hours of the week are being lengthened in some particulars. These are two methods which are effective, but still permit of the saying that labor's wage is not being reduced.

The export situation is not good. In South America it is for the moment particularly bad. Large credits have been tied up, and it will take time to relieve the situation. So far as Europe is concerned the fall in exchange militates still more against expansion in export lines.

Foreign Exchange

THERE was a pronounced improvement in all of the European exchanges last week under the powerful leadership of sterling, which, at its high point of last Thursday, was up more than 16 cents in the pound from the low of the preceding week. The Continentals, moving somewhat more irregularly than sterling, also recovered sharply on the net result. Oriental exchanges, on the other hand, continued heavy, and the South Americans were sharply lower.

The abrupt turn in the European exchanges was rather surprising. There had been indications of inherent firmness in the market the last few days of the preceding week, but nothing to indicate the marked recovery which developed almost with the opening of last week. There was some slight hesitation on Monday, but after that time until the afternoon of Thursday there was a fairly steady advance, especially in sterling, which, against a low price of \$3.36 on Monday, sold at \$3.49½ early in the day of Thursday, only to break to \$3.43½ later in that session.

Just how much of the recovery was due to an oversold condition within the market, a condition which begot covering purchases on a sufficiently large scale to take care of the legitimate offerings of commercial bills, it would be difficult to say, but it was patent that a great deal of speculative

buying, arising from the speculative selling of the previous fortnight, was going on. This buying appeared in particular volume on Wednesday and Thursday, and was attributed by some competent observers to the influence of the convening of the League of Nations at Geneva. There were others, of course, who scoffed at this idea, but it is a fact that many of the leading dealers were inclined to give weight to this argument as having been an influence with speculators.

Reports of conditions abroad, at least in England and France, were decidedly more encouraging than those we had been receiving earlier. Public men in both countries were fairly outspoken in their optimism, and speeches cabled over here gave a good sign of a more pertinent realization of what must be done, and a changed political attitude in approaching the pressing questions of the day which augurs well for the future. In England Mr. Lloyd George, who had helped the situation by his remarks the preceding week, again was quoted in a manner which bespoke a courageous determination to go ahead with very necessary reforms.

Political events on the Continent, which were of a kind formerly regarded as highly unfavorable and which frequently found reflection in declines in the exchanges, had less influence the last week. Thus, the crushing defeat of General Wrangel and the overthrow of the Venizelos Government in Greece were hardly factors at all in the week's fluctuations. Nor was the Irish situation so much discussed in banking circles, and its effects on sterling were entirely indiscernible.

The trade reports from England were not good. As for the cotton industry, that appears to be suffering from the same slowing down that ours is, and while this undoubtedly will prove a blow to Britain later on, for the time being it may have a beneficial influence on sterling, for it probably will result in diminished imports of American cotton and hence a lessened volume of cotton bills for sale. England's exports, according to all the information coming to hand, continue big and appear to be keeping up the expansion which set in some time ago.

The Continental rates, like those for sterling, were better last week than in some little time. As stated above, there was a good deal of irregularity, but the general trend was upward. French and Belgian francs, and even Italian lire, were higher than in some weeks. The latter, which had been going down steadily for a long time, were rallied sharply in midweek and on Thursday were nearly half a cent higher than on Monday.

German exchange and the exchanges of the other Central European countries went along with the general recovery and presented a much firmer appearance than had been noted earlier in the month. Rumors that "something is to be done" to help Germany get back into the export field had some influence, probably, but as most of these rumors were unconfirmed and of an ilk with many that have been heard before, probably not too much attention should be paid to them.

One influence in European exchanges which should be taken into account at this time of year is the so-called "Christmas buying" by persons here who desire to remit to relatives and friends abroad for the Christmas holidays. In other years this has been a factor in German, Austrian, Italian and other Continental rates, and this year, with the market probably narrower than usual and with all of these rates so low that even moderate translation of dollars gives a huge volume of foreign currencies, it is likely to prove a big influence, and dealers are of the opinion that it has already been such.

The Oriental and South American situations are causing worry in banking quarters, and the bankers frankly admit this. South America is not in good condition at all. The steady rise of the dollar which now has reached very great proportions has completely upset the South American export trade, and not only have South Americans been hit hard by this state of affairs, but also some American exporters to South America have been forced to take very considerable losses. In one or two of the countries there, notably in the Argentine, some improvement is noted, but in a majority of places the situation is admittedly bad, and there is small hope of an early improvement.

What has already happened in Cuba is likely to happen elsewhere. There are reports of impending moratoria in several countries, and bankers and exporters here are trying to provide against such contingencies. Just what can be done is not easily told, and doubtless before the conditions are thoroughly righted there will be more losses sustained. The situation is not pleasant.

At the same time, there appears to be no excuse for some of the vicious rumors of American

houses being in trouble which are going the rounds. Some of these stories, one in particular which has caused no end of annoyance, have originated in South American countries, and while the more absurd have been retracted, the retractions have not traveled at anything like the speed of the original rumors, nor have they gone so far.

With regard to the Far East, Chinese and Japanese exchanges have again turned downward sharply and in some other parts of the East there is threat of difficulties. In Australia, according to very recent reports, some credit stringency is being encountered, and elsewhere the troubles to which all parts of the world seem susceptible threaten to break out. One reflection of the trouble in the Orient is to be found in the bar silver market. During the last week the commercial silver quotation here went to a new low record for the year and for any time since 1917, when the price was placed at 76½ cents.

Shipping

WHEN the American International Corporation passed its dividend last week shipping stocks dropped. Inasmuch as the corporation held large blocks of shares in the International Mercantile Marine, Pacific Mail and United Fruit Companies, it was judged that the earnings of the steamship companies were somewhat less than they had been. Freight steamers, offered for the export movement of coal, have receded to the lowest level since the outbreak of the war. Vessels for French Atlantic ports are quoted at \$8 a ton, while Rotterdam is listed at \$7.75. The passenger movement is weak. The Emperor sailed with only 350 passengers, while the Kaiserin Auguste Victoria cleared with 35 cabin passengers, last week.

The depressed condition of shipping was also reflected in the appointment of receivers for two newly formed steamship companies, which were trying to acquire tonnage from the Shipping Board on the deferred payment plan. The Atlantic-Adriatic Steamship Company, of which B. W. Morse was President, went into the hands of receivers, with obligations amounting to \$1,500,000. It had made initial payments amounting to \$700,000 on seven steamers, five of which were ex-German vessels. The International Maritime Corporation, operating its four vessels to Scandinavian ports, was similarly affected, but the court stated that the company's assets exceeded its liabilities. However, it was temporarily embarrassed.

Perhaps the most interesting development of the week was the formation of the Roosevelt Steamship Company, with an authorized capitalization of \$1,000,000 and headed by Kermit Roosevelt. While the plans for the new company have not been announced, it is indicated that the company will be a subsidiary of or closely allied with the Kerr Steamship Company. This has been attributed to the fact that Mr. Roosevelt is Vice President of the Kerr Steamship Company and has announced that he has no intention of severing his connection with that line. The Roosevelt Steamship Company will operate on a worldwide scale, according to other incorporators of the line.

The inquiry into the operations of the Shipping Board conducted by the Walsh committee brought further revelations of mismanagement, and inefficiency. The testimony given by Martin J. Gillen, former trustee of the Emergency Fleet Corporation and one-time assistant to Chairman John Barton Payne, was especially significant in that it revealed the tangled systems of accounting. He charged that there had been "rotten" management of the tanker fleet owned by the United States, and cited concrete examples to show this condition obtained at one time. One suggestion for a constructive bit of action on the part of Congress was made by Mr. Gillen. He advocated the creation of a small liquidating corporation to take over the balance of the ship construction, the settlement of all claims, the sale of surplus supplies and materials and the collection of all back accounts. This would remove much work from the shoulders of the new Shipping Board Commissioners, and would enable them to function along the lines originally planned.

The American Steamship Owners' Association has appointed a committee, headed by Franklin D. Mooney, President of the New York and Porto Rico Steamship Company, to draft the form of charter upon which it recommends that the Shipping Board place its steamers. The owners think that a bare boat charter plan offers the best solution to the present chaotic conditions, and are predicting that it will be adopted. Chairman Benson of the Shipping Board stated last week in a speech at Charleston that the board was considering the advisability of adopting this plan, and it is generally regarded

as inevitable that there should be a change in the method of handling the Government's fleet.

The new Shipping Board will meet for the first time on Dec. 1. Chairman Benson has stated that he has summoned the other six Commissioners for the initial session at that time. Shipowners predict that the Senate will refuse to confirm five of the seven Commissioners, leaving the way open to President-elect Harding to name this number when he takes up his duties as the nation's Chief Executive.

The Hamburg-American Line has acquired, with the acquiescence of the Allies, the Victoria Luise, formerly the German steamer Deutschland, and it has been announced that the Hamburg company will have three passenger steamers in operation under the German flag next Spring. The United American Lines have scheduled their first passenger sailing on Christmas Day, when the Mount Clay, formerly the De Kalb, will clear from New York.

The Pacific Mail Steamship Company has advised that the Golden State, the first of the 535-foot 17-knot passenger liners owned by the Shipping Board to be turned over to it for operation, will sail from Baltimore for a trip, via the Canal, to the Pacific Coast on Feb. 15. The liner will subsequently ply from San Francisco to the Far East.

The Merrill Stevens Shipbuilding Corporation of Jacksonville has acquired the old Bentley shipyard, and has announced that it will operate an 8,000-ton dry dock in the Florida port.

The American shipbuilding industry has a rather dark outlook. Not a single new contract for an ocean-going steamer has been placed during the last three weeks and there is none in sight. Naval architects are advising steamship companies to wait until next Spring before placing new contracts, in the hopes that steel prices will drop to a lower level.

Textiles

A NEW factor—the inventory season of the jobbers—seriously entered last week the quiet which still pervades the textile industries. Those who began the work then will be out of the market for several weeks, and those who have made some headway as a result of a quiet and partial start earlier in the month are not considering the purchase of anything that does not have "A Bargain" figuratively stamped on it. With the holiday season to set in in earnest right after Thanksgiving, retailers apparently have nothing in their minds beyond reaping as big a harvest as possible from gift merchandise. Taking the country by and large, more than one of them will need a real harvest in the next four weeks or so in order to come out even on the year. In any event, it is coming more and more to look as if the wholesale markets will see little buying of moment until after the turn of the year.

With practically all of the leading lines of printed and bleached cottons repriced—and almost as neglected at the new prices as they were at the old—the week did not bring forth much of interest in the cotton goods industry. True, one of the biggest printing concerns repriced its lines of percales and prints, but the changes were the same as those previously made by their competitors. A well-known line of printed wash cottons was also decreased substantially in price during the week, as compared with quotations made about mid-Summer, but no unusual stir in the trade was created by it. In sympathy with the steady sagging of cotton, prices on gray goods continued to ease off in this market. In the printcloths, for instance, the standard construction known as 38½-inch 64-60s was sold for nearby deliveries at the close of the week for 7½ cents, and the end of the decline did not seem to be in sight. This cloth, which before the war sold around 5 cents a yard, brought as much as 26½ cents at the top of the market some months ago. An even worse showing, from the seller's point of view, is that of the construction known as 39-inch 64-104, 4.20-yard sateen, which is used in a very large way by the clothing trade when business is good. This cloth, which in legitimate sales, reached 49 cents a yard several months ago, can now be bought for delivery during the rest of November at 12½ cents. In a more or less "unofficial" way it achieved 50 cents a yard during the height of the market.

Developments in the clothing trade during the week, which included the announcement by well-known manufacturers of the new and lower prices they are asking for the base numbers, or models, in their Spring lines, had no visible effect on the woolen and worsted goods trade. Repeat buying of Spring merchandise was said to be extremely limited, and there is good cause for wondering whether any really took place. Cloths of season-

able weight continued to fall under the hammer of the auctioneer. The price of wool, or rather the lack of a definite price, is still an important factor in the affairs of the woolen and worsted manufacturers. As has been said before, the chances are all against any real buying of fabrics until a settled wool market makes it possible to readjust values to permanent bases. That these bases will be low there is no question, in view of the bearish reports which continue to come from Sydney and London regarding the sale of the staple at auctions held in the two cities.

Interesting happenings were about as limited in the silk industry as in the woolen. The raw materials held stationary throughout the week, both in Yokohama and in this market, but there was more inquiry here than has been the case for some time. An upturn in the prices of Japanese silk is looked for in the near future, as the closing agreement of the filatures, or silk-reeling establishments, goes into effect today and will continue until near the end of February. This will have the effect of stopping production for the period of the shutdown, and will afford an opportunity, if the demand is fairly normal, to liquidate the stocks now piled up at Yokohama. So far as selling the fabrics was concerned, nothing more was done here than has been the case in recent weeks. The outlook is considered brighter, however, in that many of the retailers have finally decided to take the losses necessary to stimulate consumer buying of silks and have put on real bargain sales. While this action has come much too late to save the Fall season, the manufacturers hold the belief that a better Spring business will now be done than at first had been thought possible.

Linens were dull and quiet all through the week, without even the saving grace of a new report from some place on the other side of the Atlantic telling of a new plan to sustain prices in the face of the refusal, or inability, whichever it may be, of consumers to buy them. The same old story must be told of the burlaps—a quiet market and sagging prices. Cables received here during the week set the October shipments of burlaps from Calcutta to North American ports at 64,000,000 yards. Of this amount 62,200,000 yards came to the East and West ports of the United States.

Iron and Steel

THE outstanding feature of the iron and steel situation during last week was the announcement by Judge Elbert H. Gary that the United States Steel Corporation would make no change in its price schedule. This had been expected, but the actual pronouncement did much to revive the confidence of steel manufacturers throughout the country. Had the Steel Corporation seen fit to reduce prices there would have been no stabilizing influence at work, and recessions from the price levels of the independents would naturally have been greatly augmented. It remains to be seen whether the action of the Steel Corporation will be a stabilizing influence. On the surface it appears that the action taken will accomplish such a purpose, but this is on the assumption that demand will not entirely wither away. Of course, should demand slacken to an excessive degree it is possible that the independent price would ultimately settle below that of the Steel Corporation, in which case there would be little left for the Steel Corporation to do except reduce prices. For the moment, at any rate, the Steel Corporation level is to be maintained, and it will exert at least a check on any severe decline in independent prices.

The evidence of the week points to a further curtailment in business, more furnaces going out of blast, and in some quarters the point of actual dullness is being approached. Orders on the books of the independents are certainly not relatively as large as those on the books of the Steel Corporation, and there is danger that some of the independent companies may run out of business before demand quickens. The question of wages is being seriously considered by all steel manufacturers. It is too early to say that reductions are in order, but at all events steel men realize that ultimately the wage scale must fall. A statement to this effect was made last week by James A. Campbell of the Youngstown Sheet and Tube Company.

VALENTINE H. SEAMAN, who has been appointed Assistant Secretary of the Guaranty Trust Company of New York, was born in Brooklyn on May 3, 1872, and was educated at the Polytechnic Institute. When 16 years old he entered the employ of Cox & Callender, exchange brokers, and remained there for five years. For the next five years he was with the National Union Bank, of which he was assistant paying teller, and in November, 1898, he entered the employ of the Guaranty Trust Company of New York and was assigned to the foreign department.

New British Capital Issues

NEW capital issues for September in Great Britain aggregated twenty millions sterling, making a total of £314,500,000 for the first nine months of 1920. These figures are taken by the American Chamber of Commerce in London from a report issued by the London Joint City and Midland Bank, which further states that during the same period in 1919 the amount issued was £132,500,000, and that the total for the whole of 1919 already exceeded by the 1920 figures by £77,000,000. The figures for the nine months just closed show a wide variation. Starting with £42,000,000 in January, in March the total reached £69,000,000, which fell to £9,000,000 in August, but increased to £20,000,000 in September.

It is interesting to note that the highest figure reached in 1919 was in December of that year, when the total reached £46,000,000, while in 1918 and 1917 the highest totals were £22,000,000 and £6,000,000, respectively.

The report points out that comparison of present-day figures with those of 1913 would be misleading without taking into consideration the change in the value of money. In 1913 new capital issues amounted to £242,000,000, whereas in the twelve months ended September, 1920, they amounted to £419,500,000, but this in purchasing power was only equivalent to a pre-war figure of little more than £150,000,000. In reality, therefore, if decreased purchasing power be taken into account, less is being invested in new issues than before the war.

Revised Trade Statistics

A N analysis of the new classification of the Government's export and import statistics, the first real revision of our trade statistics in more than half a century, has just been made by the foreign commerce department of the Chamber of Commerce of the United States. The reclassification, printed schedules of which were recently issued by the Federal Department, has been made with a view to improving foreign trade statistics so as to make them of greater value to the business interests of the country.

The new classification is the work of a committee of representatives from the various Government departments interested in foreign trade, co-operating with the business interests of the country. Heretofore an alphabetical arrangement of articles has been followed in the trade statistics, with very little systematic grouping. In the revised classification all commodities have been grouped according to items generally associated in trade.

The quantity of each commodity, as well as the value, will be given, permitting more accurate comparisons of our exterior trade. The decimal system of classification, which has been used in numbering the commodities, lends itself readily to tabulation by machine and permits practically unlimited expansion or contraction of the schedules without disturbing any groups.

DR. HENRY A. E. CHANDLER, Associate Professor of Economics at Columbia University since 1916, has been appointed economist of the National Bank of Commerce in New York. Dr. Chandler was graduated in 1905 from Northwestern University, and took graduate courses in economics and finance at the University of Wisconsin, University of California, Columbia University and the University of Berlin. He received the degree of Doctor of Philosophy from Columbia University.

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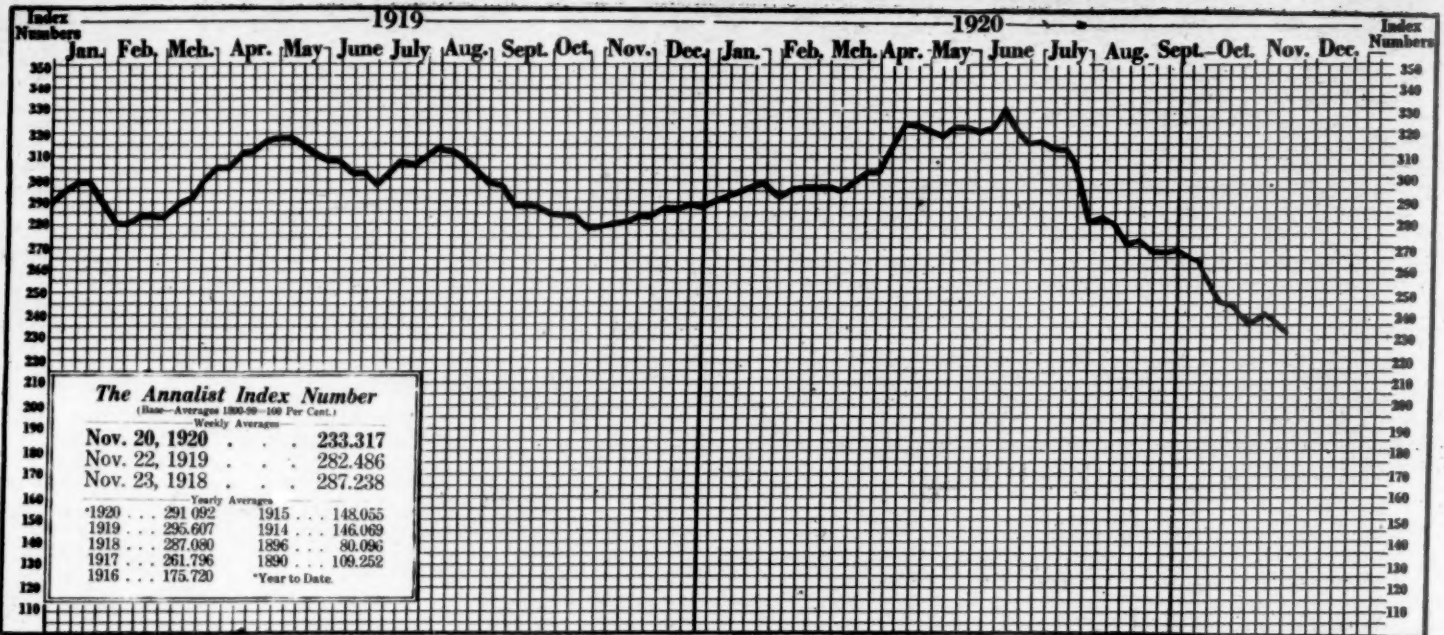
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Curve of the Food Cost of Living



An index number is a means of showing fluctuations in the average price of a group of commodities. The Annalist Index Number shows the fluctuations in the average wholesale price of twenty-five food commodities selected and arranged to represent a theoretical family's food budget.

Financial Transactions

	Last Week.	Same Week Last Year.	Year to Date.	Same Period Last Year.
Sales of stocks, shares.....	6,115,937	6,598,798	194,884,288½	283,445,199
Sales of bonds, par value.....	\$80,380,850	\$91,350,000	\$3,299,482,550	\$2,978,425,250
Average price of 50 stocks.....	High 73.44	High 91.80	High 94.07	High 96.39
	Low 68.85	Low 85.80	Low 68.85	Low 69.73
Average price of 40 bonds.....	High 70.71	High 74.04	High 73.14	High 79.95
	Low 70.08	Low 73.43	Low 65.57	Low 73.43
Average net yield of ten high-priced bonds.....	5.282%	5.75%	5.390%	4.953%
New security issues.....	\$23,300,000	\$16,350,000	\$1,428,643,000	\$935,855,000
Refunding.....			139,823,210	

POTENTIALS OF PRODUCTIVITY

The Metal Barometer

	—End of October—	—End of September—
	1920.	1919.
United States Steel orders, tons.....	9,839,852	6,472,668
Daily pig iron capacity, tons.....	165,745	81,385
Pig iron production, tons.....	\$3,278,164	\$1,865,558
*Month of October.		*Month of September.

Alien Migration

	June.	May.	April.	March.	Feb.	Jan.
	1920.	1920.	1920.	1920.	1920.	1920.
Inbound.....	62,602	53,772	48,219	39,971	30,606	31,858
Outbound.....	24,543	17,121	19,107	22,639	11,007	27,086
Balance.....	+38,149	+36,651	+29,112	+17,332	+18,999	+4,772

Building Permits (Bradstreet's)

	October.	September.	August.
	1920.	1919.	1919.
156 Cities.....	\$92,592,049	\$146,348,703	\$103,919,657
156 Cities.....			\$131,946,984
152 Cities.....			\$100,235,941
152 Cities.....			\$150,177,348

MEASURES OF BUSINESS ACTIVITY

Bank Clearings

Entire country estimated from complete returns from cities representing 92.3 per cent. of the total. Percentages show changes from preceding year.			
	The Last Week, P.C.	The Week Before, P.C.	Year to Date, P.C.
1920.....	\$8,940,000,000 +6.8	\$8,550,000,000 -12.9	\$401,412,000,000
1919.....	\$9,518,000,000 +36.2	\$8,872,000,000 +59.1	\$361,213,000,000 +23.0

Gross Railroad Earnings

	First Week.	Fourth Week.	Third Week.	Month of	From Jan. 1.
	In November.	In October.	In October.	August.	to Aug. 31
1920.....	\$19,138,392	\$27,081,808	\$19,594,704	\$54,786,872	\$3,822,828,063
1919.....	14,230,219	21,930,629	14,822,387	47,714,376	3,283,165,723
Gain or loss.....	+\$4,908,173	+\$5,151,599	+\$4,772,379	+\$7,072,497	+\$539,662,940
	+34.40%	+23.48%	+28.05%	+17.6%	+16.4%

WEEK'S PRICES OF BASIC COMMODITIES

	Current Minimum Price.	Range High.	Low.	Mean Price 1920.	Mean Price of Other Years.
Copper: Lake, spot, per lb.....	\$0.1425	\$0.1425	\$0.1425	\$0.1425	\$0.1425
Cotton: Spot, middling upland, lb.....	.1725	.1725	.1725	.3050	.32625
Cement: Portland, bbl.....	5.10	.4375	.1725	.3050	.32625
Pine: Nor. Car. Roofers 6 in., per 1,000 feet.....	62.00	40.00	51.00	44.00	..
Hides: Packer, No. 1, native, lb.....	.22	.41	.22	.3150	.40
Petroleum: Pennsylvania crude at well, bbl.....	6.10	5.00	5.55	4.50	3.875
Pig iron: Bessemer, at Pittsburgh, per ton.....	41.96	50.46	37.40	43.93	33.875
Rubber: Up river, fine, per lb.....	.22	.40	.22	.3550	.54
Silk: Japan, Shinshu No. 1, per lb.....	6.50	17.85%	5.00	11.4275	..

Comparison of Week's Commercial Failures (Dun's)

	Week Ended Nov. 18, 1920.	Week Ended Nov. 20, 1919.	Week Ended Nov. 21, 1918.	Week Ended Nov. 22, 1917.	Week Ended Nov. 23, 1916.
	To-Over	To-Over	To-Over	To-Over	To-Over
Total.....	\$5,000.	\$5,000.	\$5,000.	\$5,000.	\$5,000.
East.....	114	54	23	30	116
South.....	62	28	43	30	4
West.....	38	34	41	14	33
Pacific.....	29	11	7	26	12
United States.....	263	142	157	57	139
Canada.....	23	15	23	10	21

Failures by Months

	October.	September.	August.	July.	June.
	1920.	1919.	1918.	1917.	1916.
Number.....	923	467	6,306	5,319	8,729
Liabilities.....	\$28,914,659	\$6,871,966	\$205,492,130	\$65,813,574	\$136,955,330

OUR FOREIGN TRADE

	September.	August.	July.	June.
	1920.	1919.	1918.	1917.
Exports.....	\$606,000,000	\$513,550,000	\$6,080,254,121	\$5,785,713,091
Imports.....	363,000,000	307,293,000	4,363,027,445	2,588,843,440
Excess of exports.....	\$243,000,000	\$206,257,000	\$1,725,026,676	\$3,216,870,251

BAROMETRICS

The State of Credit

Foreign and Domestic Exchange Rates

New York funds in Montreal were quoted at \$126.875 to \$121.25 premium. The discount on Montreal funds in New York was from \$112.00 to \$108.14. The week's range of exchange on the principal foreign centres last week compared as follows:

	Normal Rates of Exchange.	—Last Week—	—Prev. Week—	—Yr. to Date—	Same Wk., 1919.
	High.	Low.	High.	Low.	High.
4.8065—London.....	3.40%	3.36%	3.40%	3.32%	4.00%
5.1813—Paris.....	16.18	17.36	17.03	17.54	10.74
5.1813—Belgium.....	15.52	16.28	16.15	16.51	5.62
5.1813—Switzerland.....	6.40	6.54	6.50	6.64	5.46
5.1813—Italy.....	26.24	28.81	29.07	29.67	13.20
40.20—Holland.....	30.25	29.70	29.85	29.25	30.00
19.30—Greece.....	9.20	8.95	9.10	8.90	15.15
19.30—Spain.....	13.15	12.40	12.60	11.84	19.30
26.80—Copenhagen.....	13.35	13.10	13.20	13.00	19.15
26.80—Stockholm.....	10.20	18.70	18.85	18.53	22.15
26.80—Christiania.....	13.30	13.07	13.20	13.00	22.40
51.44—Russia.....	1.00	.75	.90	.45	4.70
48.06—Bombay.....	30.00	29.00	30.25	30.00	49.00
48.06—Calcutta.....	30.00	29.00	30.25	30.00	49.00
78.00—Hongkong.....	68.00	68.00	70.75	69.25	68.00
108.32—Shanghai.....	97.50	94.50	100.50	100.50	178.00
108.32—Peking.....	91.00	86.00	95.00	94.00	167.00
49.82—Kobe.....	50.50	50.25	50.75	50.625	52.50
49.82—Yokohama.....	50.50	50.25	50.75	50.625	52.50
50.00—Manila.....	46.50	46.25	46.50	46.00	50.00
42.44—Buenos Aires.....	33.25	32.875	34.05	33.25	43.75
33.53—Rio.....	16.375	16.00	16.75	16.25	28.00
23.83—Germany.....	1.54	1.24%	1.17%	1.10	3.01
20.16—Austria.....	.34%	.29%	.29	.29	.85%
20.16—Jugoslavia.....	.72	.72	.70	.70	1.20
20.26—Czechoslovakia.....	1.18	1.18	1.03	1.03	2.05
19.30—Belgrade.....	3.05	3.05	2.90	2.90	5.25
19.30—Finland.....	2.21	2.21	2.20	2.20	4.05
19.30—Rumania.....	1.43	1.43	1.44	1.44	3.90

Cables.

	3.50	3.30%	3.41%	3.33%	4.07%	3.19%	4.00%	4.00%
4.8065—London.....	16.15	17.33	17.03	17.54	10.72	17.56	9.54	9.76
5.1813—Paris.....	15.50	16.28	16.12	16.48	5.61	17.50	8.74	9.06
5.1813—Belgium.....	6.30	6.53	6.40	6.63	5.44	6.63	5.48	5.53
5.1813—Switzerland.....	26.18	28.73	28.98	29.58	13.18	29.58	11.52	12.42
40.20—Holland.....	30.375	29.80	29.96	29.33	39.25	29.33	37.625	37.25
19.30—Greece.....	9.25	9.00	9.15	8.95	15.235	8.95	18.00	18.00
19.30—Spain.....	13.17	12.48	12.62	11.86	19.35	11.86	20.27	19.85
26.80—Copenhagen.....	13.45	13.15	13.25	13.05	19.20	13.05	21.10	20.35
26.80—Stockholm.....	19.25	18.75	18.80	18.60	22.30	17.85	23.20	22.35
26.80—Christiania.....	13.40	13.12	13.25	13.05	29.55	13.65	22.40	21.40
51.44—Russia.....	.90	.75	.90	.45	4.80	.35	4.00	3.90
48.06—Bombay.....	30.50	29.25	30.50	30.25	49.50	29.00	42.50	42.50
48.06—Calcutta.....	30.50	29.25	30.50	30.25	49.50	29.00	42.50	42.50
78.00—Hongkong.....	68.10	68.10	70.85	69.35	108.00	68.10	97.60	94.10
108.32—Shanghai.....	97.00	94.00	101.00	100.00	179.50	96.00	156.00	151.25
108.32—Peking.....	91.50	86.50	95.50	94.50	167.50	86.50	147.50	142.25
49.82—Kobe.....	50.75	50.50	51.00	50.875	52.75	47.35	50.75	50.75
49.82—Yokohama.....	50.75	50.50	51.00	50.875	52.75	47.35	50.75	50.75
50.00—Manila.....	46.50	46.50	47.00	46.75	50.25	46.25	49.00	49.00
42.44—Buenos Aires.....	33.375	33.00	34.15	33.375	43.50	33.00	43.15	43.15
33.53—Rio.....	16.50	16.125	16.875	16.375	28.25	16.125	27.625	27.47
23.83—Germany.....	1.55	1.25	1.18%	1.10%	3.05	1.01	2.40	2.05
20.16—Austria.....	.32%	.30	.30	.29	.80	.29	.87%	.70
20.16—Jugoslavia.....	.73	.73	.71	.71	1.20	1.20	1.20	1.20
20.26—Czechoslovakia.....	1.19	1.19	1.04	1.04	2.15	1.90	2.15	1.90
19.30—Belgrade.....	3.10	3.10	2.95	2.95	5.35	5.35	5.35	5.35
19.30—Finland.....	2.22	2.22	2.25	2.25	4.15	4.15	4.15	4.15
19.30—Rumania.....	1.44	1.44	1.45	1.45	4.00	3.45	4.00	3.45

Cost of Money

	New York:	Last Week.	Previous Week.	Year to Date.	Same Week—
		High.	Low.	High.	1919.
Call loans.....	8½@6	10	6	12	@6
Time loans, 60-90 days.....	8½@8	10	7	7	@6½
Six months.....	8½@8	10	7	8	@7½
Commerce, disc'ts, 4-6 mos. 8½@7½	8	8	8	8	@7½

Foreign Government Securities

	Last Week.	Previous Week.	Year to Date.	Same Week—
				1919.
Brit. Con. 2½%.....	45½@44½	45½@45	51½@45	51½@50½
British 5%.....	83½@83	83½@82½	83½@82½	83½@80½
British 4½%.....	76½@76½	76½@76½	83½@76½	83½@80
French rentes (in Paris).....	55.20@54.80	55.00@54.55	59.20@52.00	61.50@61.50
French War Loan (in Paris).....	85.20	85.20	80.50@89.10	87.75@87.70

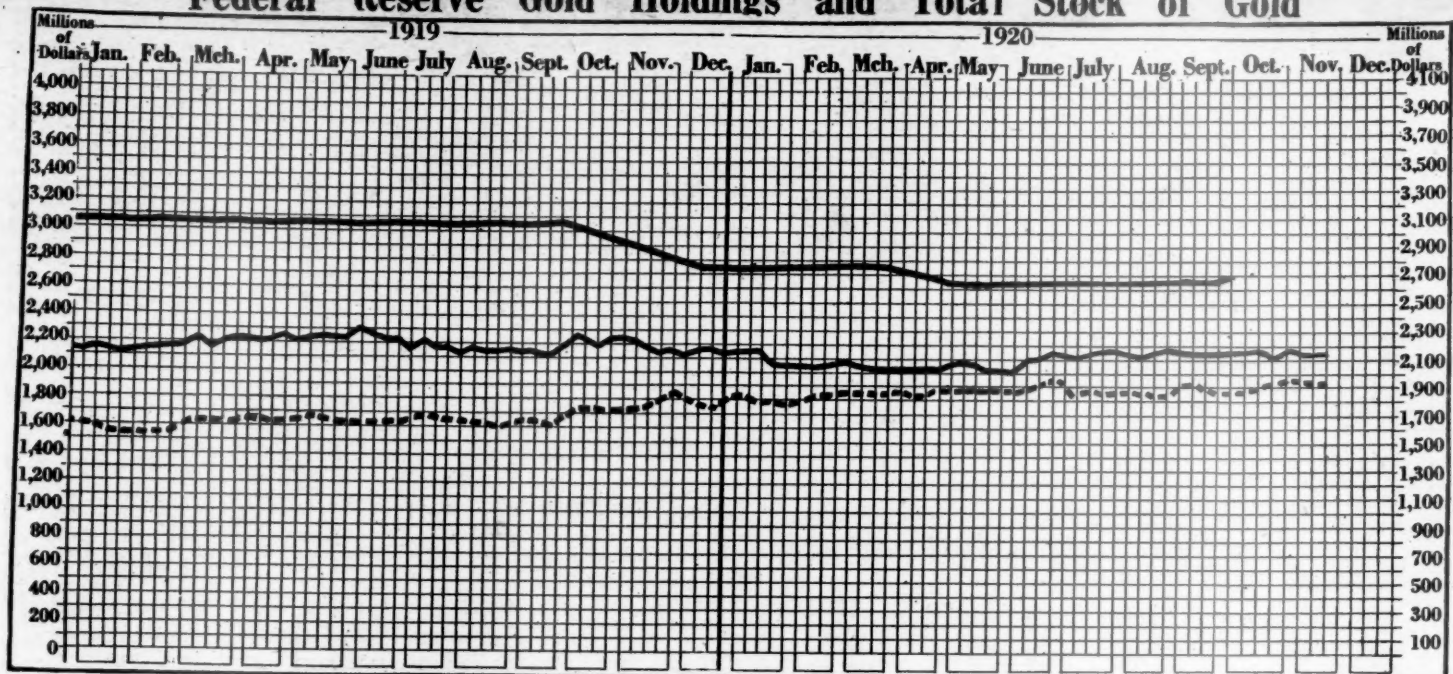
Bar Gold and Silver

	Last Week.	Prev. Week.	Year to Date.	Same Week—
				1919.
Bar gold in London.....	122s 11d@117s 2d	122s 4d@121s 0d	127s 4d@102s 7d	90s 0d
Bar silver in London.....	51½@49½d	54½@53½d	80½@44d	73½@60d
Bar silver in N. Y.....	78½@76½c	82½@80½c	81.37@76½c	81.34@81.25%

Average of Wholesale Prices

	Last Week.		Previous Week.		—Same Week—	
	1918.		1918.		1919.	
Steers, good to choice, live weight.....	14.375		15.375		18.25	17.50
Hogs, light and heavy.....	12.7125		13.675		14.00	17.825
Flour, S. P., per barrel 196 pounds.....	10.925		10.775		13.925	11.675
Flour, W. S., per barrel 196 pounds.....	9.675		10.65		10.975	11.15
Wheat, white, per 100 pounds.....	1.50 1/2		1.38 1/2		1.71	1.90 1/2
Beef, native sides, per pound.....	.20		.21		.23	.23
Lard, dressed, per pound.....	.13		.13		.13	.16 1/2

Federal Reserve Gold Holdings and Total Stock of Gold



The space between the base line and the broken line represents the cash reserves required, that between the broken line and the light line the excess reserves, or free gold, and the whole space between the base line and the heavy line represents the total stock of gold. The supply is computed monthly, so that the record can never be brought to the date of publication. The chart records the last figures published.

Week Ended Saturday, Nov. 20					Bank Clearings					By Telegraph to The Analyst				
Central Reserve cities	1920.	1919.	1920.	1919.	Other cities	1920.	1919.	1920.	1919.	1920.	1919.	1920.	1919.	1920.
New York	\$4,827,704,308	\$5,462,044,713	\$219,092,550,380	\$208,935,468,999	Baltimore	\$106,079,593	\$93,628,138	\$4,424,585,066	\$3,884,990,205	Buffalo	46,550,344	44,861,136	2,082,875,104	1,417,431,169
Chicago	637,710,667	666,272,521	29,636,722,014	26,507,114,454	Cincinnati	68,813,346	67,389,935	3,251,479,746	2,787,347,950	Columbus, Ohio	14,717,400	13,806,400	664,737,500	961,749,262
St. Louis	158,150,602	186,789,072	7,558,881,418	6,255,628,582	Denver	29,636,956	30,072,377	983,192,615	1,043,177,109	Los Angeles	94,821,000	64,344,000	3,331,956,000	2,108,865,000
Total, 3 C. R. cities	\$5,623,655,617	\$6,315,106,306	\$256,888,153,821	\$241,608,212,037	Louisville	29,585,568	16,851,256	1,152,979,079	839,719,499	Milwaukee	34,477,781	31,010,275	1,575,505,641	1,407,802,215
Increase	*10.9%		6.2%		New Orleans	61,298,756	89,153,362	3,025,662,266	2,788,407,810	Pittsburgh	190,631,781	166,781,476	7,868,641,614	6,461,265,252
Other Federal Reserve cities:					Providence	14,350,500	15,474,700	643,476,218	419,432,000	St. Paul	48,943,443	23,684,610	1,393,137,031	851,779,207
Atlanta	\$62,883,751	\$93,078,029	\$2,916,036,148	\$2,813,065,531	Seattle	37,549,334	45,849,859	1,902,841,597	1,016,735,908	Washington	17,632,946	17,856,513	794,068,576	712,005,927
Boston	376,928,012	451,130,581	17,300,405,423	15,778,993,048	Total, 14 cities	\$795,097,747	\$630,879,652	\$33,275,138,953	\$27,630,708,574					
Cleveland	139,772,683	119,020,344	5,944,461,667	4,816,814,393	Increase	26.03%		20.4%						
Kansas City, Mo.	211,930,381	265,730,193	10,822,700,814	6,354,589,490	Total, 23 cities	\$7,884,671,312	\$8,558,888,109	\$356,854,139,607	\$325,575,029,711					
Philadelphia	492,283,121	496,373,521	22,448,811,781	19,616,349,571	Increase	7.8%		9.0%						
San Francisco	182,100,000	177,569,483	7,258,382,000	6,266,267,068										
Total, 6 cities	\$1,465,897,948	\$1,612,902,151	\$66,090,847,833	\$55,646,109,100										
Increase	*9.1%		19.5%											
Total, 9 cities	\$7,089,553,565	\$7,928,008,457	\$323,579,001,654	\$297,344,321,137										
Increase	*10.0%		9.9%											
*Decrease.														

Actual Condition	Statements of the Federal Reserve Banks												Nov. 19
	Dist. 1. Boston.	Dist. 2. New York.	Dist. 3. Philadelphia.	Dist. 4. Cleveland.	Dist. 5. Richmond.	Dist. 6. Atlanta.	Dist. 7. Chicago.	Dist. 8. St. Louis.	Dist. 9. Minneapolis.	Dist. 10. Kansas City.	Dist. 11. Dallas.	Dist. 12. San Francisco.	
Gold reserve	\$194,120,000	\$478,277,000	\$184,574,000	\$263,606,000	\$81,232,000	\$84,400,000	\$293,811,000	\$74,334,000	\$49,136,000	\$73,912,000	\$46,337,000	\$184,371,000	
Bills on hand	197,800,000	991,251,000	189,081,000	223,717,000	117,625,000	140,653,000	486,071,000	121,800,000	86,432,000	117,652,000	74,031,000	202,486,000	
Total resources	497,154,000	1,842,979,000	487,974,000	611,411,000	284,660,000	274,767,000	952,462,000	288,653,000	171,094,000	286,286,000	191,888,000	456,872,000	
Due to members	115,443,000	888,639,000	113,466,000	150,378,000	58,475,000	45,136,000	247,727,000	63,589,000	44,884,000	81,965,000	40,579,000	122,525,000	
Notes in circulation	288,606,000	869,621,000	271,054,000	342,885,000	144,816,000	174,078,000	542,200,000	163,804,000	82,609,000	109,329,000	86,584,000	258,750,000	

Federal Reserve Bank Statement

Consolidated statement of the twelve Federal Reserve Banks compares as follows:

RESOURCES—	Last Week.	Previous Week.	Year Ago.
Gold coin and certificates	\$170,266,000	\$169,814,000	\$248,012,000
Gold settlement fund, Federal Reserve Board	400,678,000	400,075,000	444,547,000
Gold with foreign agencies	74,303,000	77,244,000	142,195,000
Total gold held by banks	\$645,247,000	\$646,933,000	\$834,754,000
Gold with Federal Reserve agents	1,205,746,000	1,177,689,000	1,166,086,000
Gold redemption fund	157,117,000	174,856,000	118,475,000
Total gold reserves	\$2,008,110,000	\$2,008,678,000	\$2,119,315,000
Legal tender notes, silver, &c.	172,118,000	171,333,000	67,637,000
Total reserves	\$2,180,228,000	\$2,180,011,000	\$2,186,972,000
Bills discounted: Secured by Government war obligations	1,158,907,000	1,180,977,000	1,673,890,000
All other	1,511,467,000	1,603,773,000	450,747,000
Bills bought in open market	275,227,000	287,854,000	480,043,000
Total bills on hand	\$2,948,001,000	\$3,072,600,000	\$2,604,680,000
United States Government bonds	26,871,000	26,863,000	26,547,000
United States Victory notes	69,000	69,000	57,000
United States certificates of indebtedness	331,154,000	269,310,000	285,341,000
Total earning assets	\$3,306,605,000	\$3,368,846,000	\$2,916,925,000
Bank premises	17,047,000	16,577,000	12,278,000
Uncollected items and other deductions from gross deposits	804,424,000	772,277,000	1,000,288,000
Five p. c. redemption fund against Federal Reserve Bank notes	12,376,000	12,090,000	13,038,000
All other resources	6,030,000	6,790,000	8,040,000
Total resources	\$6,326,800,000	\$6,356,501,000	\$6,137,541,000
LIABILITIES—	Last Week.	Previous Week.	Year Ago.
Capital paid in	\$98,929,000	\$98,847,000	\$86,885,000
Surplus	164,745,000	164,745,000	81,087,000
Government deposits	12,250,000	17,845,000	102,805,000
Due to members—reserve account	1,781,806,000	1,801,864,000	1,837,540,000
Deferred availability items	616,871,000	601,624,000	811,204,000
Other deposits included for Govt. credits	26,228,000	25,708,000	95,539,000
Total gross deposits	\$2,437,164,000	\$2,447,041,000	\$2,847,088,000
Federal Reserve notes in actual circulation	3,307,435,000	3,328,985,000	2,817,173,000
Fed. Res. Bank notes in circulation, net liab.	213,881,000	215,080,000	257,680,000
All other liabilities	104,646,000	101,893,000	47,628,000
Total liabilities	\$6,326,800,000	\$6,356,501,000	\$6,137,541,000
Ratio of gold reserves to net deposit and F. R. note liabilities combined	44.1%	43.0%	46.9%
Ratio of gold reserves to F. R. notes in circulation after setting aside 35 per cent. against net deposit liabilities	48.6%	47.9%	54.7%

Statement of Member Banks

Data for Federal Reserve Cities and in Federal Reserve Branch Cities.

	New York	Chicago
	Nov. 12.	Nov. 5.
Number of reporting banks	72	51
U. S. bonds to secure circulation	\$37,862,000	\$37,362,000
U. S. bonds, incl. Liberty bonds	220,392,000	218,375,000
U. S. Victory notes	74,600,000	73,634,000
U. S. cts. of indebtedness	122,620,000	128,188,000
Total U. S. securities	455,474,000	457,559,000
Loans secured by U. S. war obligations	411,494,000	411,201,000
Loans sec. by stocks and bonds	1,111,751,000	1,147,200,000
All other loans and investments	3,607,333,000	3,612,185,000
Total loans, investments, &c.	5,566,052,000	5,628,445,000
Reserve with Fed. Res. Banks	612,731,000	579,541,000
Cash in vault	110,811,000	110,342,000
Net demand deposits	4,427,331,000	4,436,063,000
Time deposits	314,550,000	317,616,000
Government deposits	8,022,000	10,059,000
Bills payable with F. R. Bank	278,594,000	314,707,000
Bills rediscounted with F. R. Bank	602,920,000	575,670,000
Total U. S. securities	455,474,000	457,559,000
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Government deposits	8,022,000	10,059,000

New York Stock Exchange Transactions

Highest and lowest prices of the year are based on sales of 100 shares. Where prices are used for less than that amount they are marked with an asterisk (*)

Week Ended November 20

Total Sales 6,115,937 Shares

Yearly Price Ranges				This Year to Date				STOCKS.	Amount Capital Stock Listed.	Date Paid.	Last Dividend Per Cent.	Period.	Last Week's Transactions					Sales.						
1918.	Low.	High.	Low.	1919.	Low.	High.	Low.						High.	Low.	High.	Low.	High.		Low.	High.	Change.			
80	80	84	84	46	Mar. 31	25	Feb. 11	ACME TEA 1st pf.	2,750,000	Sept. 1, '20	1%	Q	20	30%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
80	42	64	25%	46	Mar. 20	18%	Nov. 18	Adams Express	12,000,000	Dec. 1, '17	1%	Q	20	20%	18%	19	19	19	19	19	19	19	19	2,400
20%	11	54	21	40%	Mar. 31	25	Feb. 11	Advance Rumely	13,100,000	Oct. 1, '20	1%	Q	54%	54%	53%	53	53	53	53	53	53	53	53	600
62%	25%	76	56%	72	Jan. 12	31%	Nov. 13	Advance Rumely pf.	11,948,500	Sept. 19, '20	\$1.50	Q	32%	34%	31%	31%	31%	31%	31%	31%	31%	31%	31%	3,400
72%	40	113	68	88%	Jan. 2	1	Aug. 9	Ajax Rubber (\$50)	10,000,000	Oct. 30, '20	1%	Q	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	6,500
3%	1%	4%	1%	3%	Mar. 31	1%	Nov. 13	Alaska Gold M. (\$10)	7,500,000	Oct. 1, '20	1%	Q	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3,500
105	*130	*185	*156	100%	May 15	103	July 31	Alaska Jun. G. M. (\$10)	13,967,410	July 1, '20	4%	SA	100	100	100	100	100	100	100	100	100	100	100	100
...	Albany & Susquehanna	5,500,000	Oct. 14, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	All-American Cables	2,000,000	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Allied Chemical & Dye w. l.	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Allied Chem. & Dye pf. w. l.	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Allis-Chalmers Mfg.	24,454,700	Nov. 15, '20	1%	Q	20	32	28	28	28	28	28	28	28	28	28	8,900
...	Allis-Chalmers Mfg. pf.	15,719,100	Oct. 15, '20	2%	Q	71	71	69	69	69	69	69	69	69	69	69	900
...	Amalg. Sugar 1st pf.	5,064,000	Nov. 1, '20	2%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Agricultural Chem.	31,978,800	Oct. 15, '20	2%	Q	70%	75%	67%	68%	68%	68%	68%	68%	68%	68%	68%	6,200
...	Am. Agricultural Chem. pf.	28,455,200	Oct. 15, '20	2%	Q	82	84	82	82	82	82	82	82	82	82	82	100
...	Am. Bank Note (\$50)	4,495,700	Nov. 13, '20	\$1	Q	45	45	45	45	45	45	45	45	45	45	45	...
...	Am. Bank Note pf. (\$50)	4,495,650	Oct. 30, '20	2%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Beet Sugar Co.	5,000,000	Oct. 2, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Beet Sugar pf.	96,000	Oct. 1, '20	\$2.50	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Brake Shoe & Fy. new (sh.)	1,500,000	Sept. 30, '20	\$1	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Brake S. & Fy. pf. new	9,000,000	Sept. 30, '20	1%	Q	88	88	87%	87%	87%	87%	87%	87%	87%	87%	87%	220
...	Am. Can Co.	41,225,300	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Can Co. pf.	41,225,300	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Car & Foundry	30,000,000	Oct. 1, '20	2%	Q	125	127%	118%	122%	122%	122%	122%	122%	122%	122%	122%	30,300
...	Am. Car & Foundry pf.	30,000,000	Oct. 1, '20	2%	Q	107%	107%	107%	107%	107%	107%	107%	107%	107%	107%	107%	700
...	Am. Cotton Oil Co.	20,267,160	June 1, '20	1%	Q	24	24	20	20%	20%	20%	20%	20%	20%	20%	20%	5,100
...	Am. Cotton Oil Co. pf.	10,128,600	June 1, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Drug Syndicate (\$10)	5,210,200	Sept. 15, '20	\$1.50	Q	128	130	110	110	110	110	110	110	110	110	110	5,100
...	American Express	11,274,100	Oct. 1, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Hide & Leather Co.	7,101,400	Oct. 24, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	American Hide & Leather pf.	10,958,700	Oct. 1, '20	1%	Q	51%	52%	44	45	45	45	45	45	45	45	45	13,000
...	American Ice	7,101,400	Oct. 25, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	American Ice pf.	14,520,000	Oct. 25, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. International	49,000,000	Sept. 30, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. La Fr. F. Eng. (\$10)	2,100,000	Sept. 15, '20	2%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	American Linsed Co.	16,750,000	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Linsed Co. pf.	16,750,000	Sept. 30, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Locomotive Co.	25,930,000	Sept. 30, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Locomotive Co. pf.	25,930,000	Sept. 30, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Malt & Grain (\$5)	55,000	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Radiator (\$25)	13,806,225	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Safety Razor (\$25)	12,500,000	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Shipbuilding	7,900,000	Nov. 1, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Ship & Com. (sh.)	522,120	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Smelt. & Ref. Co.	60,978,000	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Smelt. & Ref. Co. pf.	50,000,000	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Smelters pf. A.	2,442,800	Oct. 1, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	American Snuff	11,000,000	Oct. 1, '20	3%	Q	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	730
...	American Snuff pf.	3,052,800	Oct. 1, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Steel Found. (S. I. S.)	18,215,100	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Steel Found. pf.	8,481,300	Sept. 15, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Sugar Ref. Co.	45,900,000	Oct. 2, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Sugar Ref. Co. pf.	45,900,000	Oct. 2, '20	1%	Q	...	...	...	...	...	...	...	...	...	...	...	...
...	Am. Sumatra Tobacco	14,447,400	Nov. 1, '20	2%	Q	...	...	...	...	...	...	...

New York Stock Exchange Transactions—Continued

Yearly Price Ranges										STOCKS.		Amount Capital Stock Listed.		Last Dividend		Per Cent.		Last Week's Transactions	
1918.		1919.		This Year to Date.		Date.		Date.		Date.		Date.		Date.		Date.		Date.	
High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.
24 1/4	34 1/4	56	3 1/2	44 1/4	Jan. 3	28	May 30	Colorado Fuel & Iron.....	34,225,500	Nov. 20, '20	2	Q	30 1/4	31	28	28	28	28	28
20 1/4	10 1/4	130	10 1/4	20 1/4	Apr. 21	97 1/2	Sept. 2	Col. Fuel & Iron pf.....	2,000,000	Nov. 20, '20	2	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
55	47	38 1/2	42	34	Oct. 8	40	July 6	Colorado & Southern.....	31,000,000	Dec. 31, '12	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Col. & South. 1st pf.....	8,500,000	June 30, '20	2	SA	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Col. & South. 2d pf.....	8,500,000	Dec. 15, '19	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Columbia Gas & Elec.....	50,000,000	Nov. 1, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Columbia Graph. (sh.).....	1,251,475	Oct. 1, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Columbia Graph. pf.....	10,581,500	Oct. 1, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Comp. Tab. Rec. (sh.).....	181,833	Oct. 11, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Consol. Clear. (sh.).....	1,000,000	Oct. 1, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Consol. Clear. pf.....	4,000,000	Sept. 29, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Consolidated Gas.....	100,384,500	Sept. 15, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Con. G. El. L. & P. Balt.....	14,607,700	Oct. 1, '20	2	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Consol. Coal Md.....	40,205,490	Oct. 20, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Con. Int. Cal. M. (\$10).....	4,895,950	June 30, '20	30c	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Consol. Textile..... (sh.)	297,357	Oct. 15, '20	75c	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Continental Can Co.....	13,500,000	Oct. 1, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Continental Can Co. pf.....	4,455,000	Oct. 1, '20	1	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Cont. Candy..... (shares)	500,000	Oct. 20, '20	25c	Q	28 1/4	29	28	28 1/4	28 1/4	28 1/4	28 1/4
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Cont. Insur. Co. (\$25).....	10,000,000	July 7, '20	\$2.50	SA	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2	67 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Corn Prod. Ref. Co.....	49,784,000	Oct. 20, '20	1 1/2	Q	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2	75 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Corn Prod. Ref. Co. pf.....	29,827,000	Oct. 15, '20	1 1/2	Q	100 1/2	100 1/2	100 1/2	100 1/2	100 1/2	100 1/2	100 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Cosden & Co. (sh.).....	758,464	Nov. 1, '20	62 1/2	Q	34 1/2	35 1/2	32 1/2	33	32	32	32
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Crucible Steel Co.....	37,500,000	Oct. 30, '20	2	Q	103	108	85	85	85	85	85
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Crucible Steel Co. pf.....	25,000,000	Sept. 30, '20	1 1/2	Q	90	90	84	84	84	84	84
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Cuban Am. Sugar (\$10).....	10,000,000	Sept. 30, '20	1 1/2	Q	25 1/4	34	28 1/2	29 1/2	29 1/2	29 1/2	29 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Cuban Am. Sugar pf.....	7,835,500	Sept. 30, '20	1 1/2	Q	25 1/4	34	28 1/2	29 1/2	29 1/2	29 1/2	29 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Cuba Cane Sugar (sh.).....	50,000,000	Oct. 1, '20	1 1/2	Q	66	69	66	67	67	67	67
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	DAVISON CHEMICAL (sh.).....	183,519	Nov. 15, '20	\$1	Q	32	32	32	32	32	32	32
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	De Beers Con. M. (sh.).....	62,900	July 28, '20	\$2.30	Q	20 1/2	20 1/2	20 1/2	20 1/2	20 1/2	20 1/2	20 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Deere & Co. pf.....	37,828,500	Sept. 1, '20	1 1/2	Q	100 1/2	102	101	101	101	101	101
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Delaware & Hudson.....	42,565,000	Sept. 20, '20	2 1/2	Q	100 1/2	102	101	101	101	101	101
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Del. Lack. Co. W. (\$50).....	42,277,000	Oct. 20, '20	5	Q	23 1/2	23 1/2	21 1/2	21 1/2	21 1/2	21 1/2	21 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Denver & Rio Grande.....	28,000,000	Jan. 15, '11	2 1/2	Q	1 1/2	2 1/2	1 1/2	1 1/2	1 1/2	1 1/2	1 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Denver & Rio Grande pf.....	49,778,400	Jan. 15, '11	2 1/2	Q	1 1/2	2 1/2	1 1/2	1 1/2	1 1/2	1 1/2	1 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Detroit Edison.....	27,656,900	Oct. 15, '20	2	Q	91	92 1/2	91	91 1/2	91 1/2	91 1/2	91 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Detroit United Railway.....	15,000,000	Sept. 1, '20	2	Q	91	92 1/2	91	91 1/2	91 1/2	91 1/2	91 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Diamond Match.....	16,965,000	Sept. 1, '20	2	Q	11 1/2	12	11 1/2	11 1/2	11 1/2	11 1/2	11 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Dome Mines (\$10).....	4,000,000	Oct. 20, '20	2 1/2	Q	5	5	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Duluth, South Shore & Atl.....	12,000,000	Oct. 20, '20	1 1/2	Q	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Duluth, South Sh. & Atl. pf.....	10,000,000	Oct. 20, '20	1 1/2	Q	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Dur. Hos. Cl. B. (\$50).....	3,252,850	Oct. 1, '20	\$1.12 1/2	Q	38	38	38	38	38	38	38
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Durham Hosiery pf.....	3,000,000	Nov. 1, '20	1 1/2	Q	88	88	88	88	88	88	88
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	EASTMAN KODAK.....	19,584,200	Oct. 1, '20	15	Q	518	518	515 1/2	515 1/2	515 1/2	515 1/2	515 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Electric Storage Battery.....	19,830,000	Sept. 1, '20	75c	Q	17 1/2	18	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Elk Horn C. pf. (\$50).....	12,000,000	Sept. 10, '19	75c	Q	17 1/2	18	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Elk Horn C. pf. (\$50).....	6,000,000	Sept. 10, '20	75c	Q	17 1/2	18	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Emerson Brantingham.....	10,132,500	Nov. 1, '20	1 1/2	Q	9 1/2	9 1/2	7 1/2	7 1/2	7 1/2	7 1/2	7 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Emerson Brantingham pf.....	12,170,500	Nov. 1, '20	1 1/2	Q	9 1/2	9 1/2	7 1/2	7 1/2	7 1/2	7 1/2	7 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Endicott & Johnson (\$50).....	11,750,000	Oct. 1, '20	\$1 1/2	Q	80	80	80	80	80	80	80
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Endicott & Johnson pf.....	15,000,000	Oct. 1, '20	1 1/2	Q	80	80	80	80	80	80	80
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Erie.....	112,481,900	Apr. 9, '07	2	Q	14	16 1/2	14	16	16	16	16
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Erie 1st pf.....	47,904,000	Apr. 9, '07	2	Q	22 1/2	24	21 1/2	22	22	22	22
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Erie 2d pf.....	16,000,000	Apr. 9, '07	2	Q	16 1/2	17 1/2	16	16 1/2	16 1/2	16 1/2	16 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Erie & Pittsburgh (\$50).....	2,000,000	Sept. 10, '20	1 1/2	Q	85	85	85	85	85	85	85
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	FAIRBANKS CO. (\$25).....	1,500,000	Oct. 1, '20	1	Q	47 1/2	47 1/2	45	45	45	45	45
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Fairbanks Co. pf.....	2,000,000	Oct. 1, '20	1	Q	47 1/2	47 1/2	45	45	45	45	45
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Famous Players-Lasky (sh.).....	214,677	Oct. 1, '20	\$2	Q	60 1/2	60 1/2	46	48	48	48	48
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Famous Players-Lasky pf.....	10,000,000	Nov. 1, '20	4	Q	78	78	71	73	73	73	73
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Federal Mining & Smelting.....	6,000,000	Jan. 15, '09	1 1/2	Q	8	8	6 1/2	6 1/2	6 1/2	6 1/2	6 1/2
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	30	Aug. 11	Federal Mining & Smelting pf.....	12,000,000	Sept. 15, '20	1 1/2	Q	84 1/2	84 1/2	82	82	82	82	82
40	4 1/4	25 1/2	42 1/2	34	Jan. 16	3													

Yearly Price Ranges				This Year		To Date		STOCKS		Last Dividend		Per		Last Week's		Transactions		
1918.		1919.		Date.		Date.		Stock Listed.		Paid.		Period.		First.		Sales.		
High.	Low.	High.	Low.	High.	Low.	High.	Low.	Amount.	Capital.	Date.	Per.	Per.	First.	High.	Low.	Last.	Change.	Sales.
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Sugar	10,000,000	June 1, '20	2%	Q	81	81	80%	80%	+ 2	400
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Sugar	3,500,000	Oct. 1, '20	1%	Q	86	86	86	86	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elec. Supply	3,000,000	Oct. 1, '20	1%	Q	35	35	35	35	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elevated gtd.	5,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Beach	5,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100
100%	78%	88%	47%	65%	Oct. 22	38%	July 2	Manhattan Elctric (\$25)	1,000,000	Oct. 1, '20	1%	Q	18	18	18	18	0	100

Standard Oil Securities

	-Nov. 26, Nov. 13			-Nov. 26, Nov. 13			-Nov. 26, Nov. 13		
	Bid	Asked	Bid	Bid	Asked	Bid	Bid	Asked	Bid
Anglo-Am. Oil, Ltd.	180 1/2	20		Illinois Pipe Line	160	170 1/2	Standard Oil of Indiana	680	680 1/2
Atlantic Lobos	23	28 1/2	25	Imperial Oil	90	100 1/2	Standard Oil of Indiana, new	285	290
Atlantic Lobos pf.	65	75	65	Indiana Pipe Line	87	90 1/2	Standard Oil of Indiana, par \$25.	70	75
Atlantic Refining	975	1025	1000	International Petroleum, Ltd.	14 1/2	15	Standard Oil of Kansas	640	640 1/2
Atlantic Refining pf.	104	107	103	National Transit	24	26 1/2	Standard Oil of Kentucky	380	380 1/2
Borneo-Scrymser	400	420	400	New York Transit	160	170 1/2	Standard Oil of Nebraska	340	340 1/2
Buckeye Pipe Line	87	89	86	Norfolk Pipe Line	100	104 1/2	Standard Oil of New Jersey	430	430 1/2
Chemshore Mfg. Co. Con.	190	210	190	Ohio Oil	285	295	Standard Oil of New Jersey pf.	1045 1/2	105 1/2
Chemshore Mfg. Co. Con. pf.	100	100	98	Pa.-Mex. Fuel	40	43 1/2	Standard Oil of New York	358	362 1/2
Continental Oil	106	110	106	Prairie Oil & Gas	500	515 1/2	Standard Oil of Ohio	400	415 1/2
Crescent Pipe Line	29	31	30	Prairie Pipe Line	200	210 1/2	Standard Oil of Ohio pf.	104	106 1/2
Cumberland Pipe Line	135 1/2	145 1/2	145	Solar Refining	395	405 1/2	Swan & Finch	55	60
Eureka Pipe Line	100	110	105	Southern Pipe Line	107	116 1/2	Union Tank Car	115	108 1/2
Galena-Signal Oil	30	33 1/2	30	South Penn Oil	240	250 1/2	Union Tank Car	192	195 1/2
Galena-Signal Oil pf., new	90	94 1/2	90	Southwestern Pa. Pipe Line	65	66 1/2	Vacuum Oil	310	320 1/2
	92 1/2	96 1/2	92	Standard Oil of California	318	320 1/2	Washington Oil	30	35 1/2

Index	High 1920				Low 1920				Net				Range, 1920				High 1920				Low 1920				Net				Range, 1920				High 1920				Low 1920				Net			
	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge	High	Low	Sales	Ch'ge								
154	55	7	ADAMS EXP. 4er.	214	59	50	—	64	80	10	Col. G. & E. 5a	80%	80%	—	1%	35%	17	2	Mo. K. & T. ext. 5a	28%	28%	28%	—	3%	21%	11	Mo. K. & T. ext. 5a	39	28%	28%	—	3%	21%	11	Mo. K. & T. ext. 5a	39	28%	28%	—	3%				
216	10	1	Alam. G.M. ex. 6a, Ser. B	18	18	18	—	2%	102	96%	83%	Con. Coal md. ref. 5a	75%	75%	—	100%	100	—	85	74%	13	Mo. Pac. ref. 5a	85	85	81	82	—	1%	85	74%	13	Mo. Pac. ref. 5a	85	85	81	82	—	1%						
72	65	4	Alb. & Susq. 35a	70	70	70	—	1%	76	70	1	Con. Coal md. ref. 5a	75%	75%	—	100%	100	—	85	74%	13	Mo. Pac. ref. 5a	85	85	81	82	—	1%	85	74%	13	Mo. Pac. ref. 5a	85	85	81	82	—	1%						
72	65	4	Alb. & Susq. 35a	70	70	70	—	1%	76	70	1	Con. Coal md. ref. 5a	75%	75%	—	100%	100	—	85	74%	13	Mo. Pac. ref. 5a	85	85	81	82	—	1%	85	74%	13	Mo. Pac. ref. 5a	85	85	81	82	—	1%						
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72	65	4	Alb. & Susq. 35a	70	70	70	—	1%	76	70	1	Con. Coal md. ref. 5a	75%	75%	—	100%	100	—	85	74%	13	Mo. Pac																						

Range,	High	Low	Sales		High	Low	Last	Chgs.
80%	74	93	C. of Copenhagen	5½	76	74½	75	- 1½
92%	81	31½	C. of Lyons	6½	83	81	81	- 2½
92½	83½	8	C. of Marseilles	6¾	83½	82½	82½	- 1½
95%	85%	26¼	C. of Paris	6¾	87	84	84	- 3½
98	97½	121	C. of Zurich	8¾	98½	97½	97½	- 1½
99½	46	10	C. of Tokio	5½	48½	46½	47½	+ 1½
99	76	39	Dominican Rep. as..	77	74	70½	70½	- 1½
98½	93½	38	Dom. of C. S., 1921.	98½	98½	98½	98½	- 1½
95	87	23	Dom. of C. S., 1926.	91½	90½	91½	+ ½	
97½	89½	36	Dom. of C. S., 1929, 91½	91	91	91	+ ½	
92½	84½	49	Dom. of C. S., 1931.	91	90	90½	+ ½	
102½	100	662	French Govt. 8%.	100½	100	100	+ ½	
104½	100½	694	Govt. of Switz. 8%.	102½	101	102½	+ ½	
82	68	31½	Jap. 4½%, ster. loan.	75	74½	74½	- ½	
82	67½	243¼	Jap. 4½%, 2d Series.	74½	74½	74½	- ½	
71	50½	542½	Jap. 4½%, ster. loan.	57½	57½	57½	- ½	
101	100½	197	King. of Belg. 7%.	98½	97	97½	+ 1½	
98½	98½	76	K. of Belg. 6½, 1921.	98½	98½	98½	+ ½	
98	98½	62	K. of Belg. 6½, 1925.	92	98½	92	+ ½	
92½	76	6	Rep. of Cuba 5%, '04.	78	76	76	- 1½	
76	64	19	Rep. of Cuba 4½%.	68	64	64	- 1½	
96½	92½	365	U.K.G.B. & I. 3½%, '21.	98½	97½	97½	- ½	
95½	90	268	U.K.G.B. & I. 3½%, '22.	95	94½	94½	+ ½	
95	83	350	U.K.G.B. & I. 3½%, '29.	89	88½	88½	+ ½	
96½	81½	297	U.K.G.B. & I. 3½%, '37.	80½	80½	80½	- ½	
47%	30	410	U. S. of Mexico 4%.	45½	41½	42	- 4	
37	20	50	U. S. of Mexico 4%.	36	35	35	- 1	
Total sales							\$6,635,456	
STATE BONDS								
107½	101	1	N. Y. Canal 4½%.	101	101	101	..	
76½	50	1	Va. def. 6½,B.ctfs.	75½	75½	75½	..	
Total sales							\$2,660	
NEW YORK CITY BONDS								
81½	73	15	3½%, Nov., 1934.....	74½	74½	74½	+ ½	
91	79½	6	4½, 1935.....	83	83	83	- 2	
90%	80	5	4½, 1950.....	81½	81½	81½	- 3½	
95½	84	10	4½%, 1964.....	90	90	90	+ ½	
95	84	11	4½%, 1966.....	84	84	84	..	
100½	88	7	4½%, 1963.....	92	92	92	- 1½	
100%	89½	15	4½%, 1965.....	92½	92	92	- 2½	
99	90	10	4½%, 1967.....	92½	92½	92½	- 2	
100%	89½	1	4½%, May, 1957.....	91½	91½	91	- 2½	
Total sales							\$6,000	
Grand total							\$80,520,900	

b

Range,	1920	Low	Sales		High	Low	Close	Ch's
8%	4%	1,100	St. Am. G. & P.	4%	4%	4%	—	—
1%	%	5,200	St. Croix Cons. M.	1%	3%	3%	—	—
21	2	13,300	Denver Bk.	6	5	5	—	—
30	1	3,000	*Silver King	2	2	2	—	—
%	%	2,150	St. Silver-Lead	%	%	%	—	—
7	1 1/2	12,750	Succave Mining	2 1/2	1 1/2	2	—	—
7	%	5,700	Sutherland Divide	2 1/2	1 1/2	2	—	—
%	%	3,900	Tallapoosa Silver	%	1/4	%	—	—
3 1/2	1	2,810	Tonopah Belmont	1 1/2	1 1/4	1%	—	—
4 1/2	1 1/2	10,170	*Tonopah Ividee	1 1/4	1	1 1/2	—	—
2	1	5,850	Tonopah Ext.	1 1/2	1%	1 1/2	—	—
3%	2	7,400	Union Bk.	3%	2%	3%	—	—
4 1/2	2	7,400	*Union Bk. Eastern	2%	2%	2%	—	—
11	7 1/2	1,700	Unity Gold M.	8 1/2	7 1/2	7%	—	—
25	3 1/2	21,500	*U. S. Cont. Min.	6 1/2	5 1/2	6	—	—
25	4	20,700	*Victory Divide	6	4 1/2	5	—	—
2 1/2	1	13,400	West End Con.	1 1/4	1	1 1/2	—	—
20	6	17,400	*White Caps M.	7 1/2	6	7	—	—
12	5	7,500	*White Caps Ext.	1 1/2	1 1/2	1 1/2	—	—
3	2 1/2	2,500	*Willert Copper	3	2 1/2	3	—	—
BONDS								
92%	90%	\$53,000	Am. Lt. & Trac. 6s	91 1/2	90 1/2	91 1/4	—	—
90%	90	70,000	Aluminum Mfg. Ts	90 1/2	90 1/2	90 1/2	—	—
89%	50	215,000	*Allied Pack. 6s	61	58 1/2	59	—	—
98	92 1/2	64,000	*Am. T. & T., '22	95 1/2	95 1/2	95 1/2	—	—
98	92	55,000	*Am. T. & T., '24	94 1/2	94	94	—	—
96 1/2	95 1/2	131,000	Anacosta Ts, '29	96 1/2	95 1/2	95 1/2	—	—
110%	98	70,000	*Ancr.-Am. Tys., w. 100%	99 1/2	99 1/2	99 1/2	—	—
97 1/2	94 1/2	133,000	Armour Ts, w. 1	96 1/2	95	95	—	—
95%	94	130,000	Beth. Steel Ts, '35	95 1/2	94 1/2	94 1/2	—	—
101 1/2	96 1/2	70,000	Beth. Steel Ts, '33	96 1/2	96 1/2	96 1/2	—	—
50	34	5,000	Beth. Steel 6s, '21	50	36	36	—	—
58	47	2,000	Boone Oil 7 1/2s	58	38	38	—	—
102 1/2	99 1/2	26,000	Can. Nat. Ry. Ts, '33	102 1/2	101	102	—	—
91	82	14,000	*C. C. & C. St. L. City, 1920	80 1/2	88	89 1/2	—	—
98	97	150,000	Cs. of Bergen 8s	98	97	98	—	—
100	90	32,000	Cons. Textile	95 1/2	94	94 1/2	—	—
101 1/2	99 1/2	43,000	Denmark 8s	100	99 1/2	99 1/2	—	—
100%	99 1/2	43,000	Diamond 7s, 100%	100 1/2	99 1/2	99 1/2	—	—
90%	88 1/2	100,000	Duquesne Lt. 6s	90 1/2	88 1/2	88 1/2	—	—
85 1/2	83 1/2	8,000	Empire G.&E.F. 6s, '24	84 1/2	84 1/2	84 1/2	—	—
95 1/2	94	15,000	Empire G.&E.F. 6s, '26	95	94 1/2	95	—	—
77	40	85,000	French 5	51	40	51	—	—
78	50	20,000	French 4s	41	41	41	—	—
78	50	52,000	French prem. 5s	58	50	58	—	—
95 1/2	93 1/2	85,000	Galeaia Sig. Oil 7s	93 1/2	93 1/2	93 1/2	—	—
96	87 1/2	150,000	Goodrich Ts, '25	89 1/2	87 1/2	87 1/2	—	—
97	93 1/2	10,000	U. S. of Sued. 6s	95	94 1/2	94 1/2	—	—
108	98 1/2	120,000	Grand Trunk Ts	102 1/2	102 1/2	102 1/2	—	—
101 1/2	92	17,000	Kennecott Ts	93 1/2	93	93	—	—
76	62	88,000	Inter. R. T. Ts	71%	69 1/2	69 1/2	—	—
105 1/2	99%	185,000	Norway 8s	100%	98%	98%	—	—
94 1/2	91 1/2	110,000	Laclede G. L. 7s	92 1/2	91 1/2	90	—	—
98	97 1/2	27,000	Liggett & M. 6s, '21	98 1/2	97	98	—	—
98	97 1/2	9,000	Morris & Co. 7 1/2s	98	97 1/2	98	—	—
83 1/2	89%	5,000	Port. of Sued. 6s	85	84	84 1/2	—	—
91%	90%	21,000	Natl. Leather 8s	90%	89%	90%	—	—
92	80	10,000	McCabe-Sears 7s, '45	90	80	80	—	—
97	94	21,000	Ohio C. Gas 7s, '22	95 1/2	95 1/2	95 1/2	—	—
96%	92 1/2	10,000	Ohio C. Gas 7s, '23	94	93 1/2	93 1/2	—	—
96%	93%	27,000	Ohio C. Gas, '25	95 1/2	95 1/2	95 1/2	—	—
96%	97%	7,000	Ohio Gas Ts, 1921	98	97 1/2	97 1/2	—	—
96	93 1/2	10,000	Oh. Gas Ts, 1924	94	94	94	—	—
94 1/2	93 1/2	50,000	Port. Nat. Fnte Ts, 94	94	93 1/2	93 1/2	—	—
97 1/2	90	16,000	Fl. J. Reynolds 6s	96%	96%	96%	—	—
3	21	0.000	Russian Govt. 6s	21	21	21	—	—
38	50	80,900	Seaboard A. L. 6s	54	50	53	—	—
38	19	0.000	Russian Govt. 5 1/2s	20	19	19	—	—
91	82 1/2	15,500	*Sinclair 7 1/2s	81	80 1/2	81	—	—
99 1/2	93	140,000	Sears, Roeb. 1-yr. Ts	99 1/2	93	93	—	—
98%	93	130,000	Sears, Roeb. 2-yr. Ts	98 1/2	93	94	—	—
98%	93	140,000	Sears, Roeb. 3-yr. Ts	98 1/2	93	94	—	—
100%	100	50,000	Solvay 6s, 1922	100%	100	100%	—	—
97 1/2	94 1/2	3,000	Southwest. Tel. Ts	94 1/2	94 1/2	94 1/2	—	—
100%	94	16,000	So. Railway 6s	96	94 1/2	94 1/2	—	—
97 1/2	89	72,000	Swift & Co. 6s, '21	97 1/2	97 1/2	97 1/2	—	—
97 1/2	97 1/2	101,000	Swift & Co. Ts, '25	97 1/2	97 1/2	97 1/2	—	—
93	82 1/2	4,000	Swiss Govt. 5 1/2s	83 1/2	83	83	—	—
101 1/2	95%	72,000	Texas Co. 7s	96 1/2	95%	95%	—	—
101	96%	32,000	Union Tank Lt. 100%	97 1/2	96%	96%	—	—
87	82 1/2	45,000	Utah Sec. 6s, 1922	83 1/2	82 1/2	82 1/2	—	—
83 1/2	78%	2,000	West Va. 3 1/2s	82 1/2	82%	82%	—	—
96 1/2	96%	33,000	Western Elec. 7s	99 1/2	98%	99	—	—
GERMAN BONDS								
2%	12	435,000	Belgian 4s	14%	12%	14%	—	—
5%	5%	10,000	Berlin Restoration 5s	5%	5%	5%	—	—
29 1/2	8%	225,000	Cologne 4s	15	12 1/2	15	—	—
26	10	4,000	Dresden 4s	11	11	11	—	—
23 1/2	15%	10,000	Essen 4s	15%	13	15	—	—
27%	10	50,000	Frankfurt 4s	17	17	17	—	—
34	13	20,000	Greater Berlin 4s	17	14	14	—	—
25 1/2	13	30,000	German Govt. 4s	19	13	13	—	—
28	13 1/2	142,000	Hamburg 4s	19 1/2	13 1/2	13 1/2	—	—
29	10	205,000	Hamburg 4 1/2s	19 1/2	13 1/2	14	—	—
30	15	15,000	Lepzig 5s	19 1/2	15	15 1/2	—	—
29	15	450,000	Mann 4s	15	15	15	—	—
8 1/2	3	125,000	Vienna 4s	8 1/2	4	3	—	—
7 1/2	5%	10,000	Vienna 4 1/2s	8 1/2	4	4	—	—
*Unlisted. †Sells cents per share.								
Standard Oil Securities on Page 601								

Annalist Open Market

Contributions to this list are invited from dealers and brokers of recognized standing. When bids or offers are received for the same security from more than one house the highest bid and the lowest offer are given. No consideration of any kind is accepted for the insertion of these quotations. They are given strictly as news and are as of the Friday before publication, this date being selected as the last full day of the financial week on which more quotations are available than on the half day of Saturday when many brokers are absent from their offices and on which the volume of business is relatively small. Nevertheless, it is to be recognized that changes occurring on Saturday will be reflected at the opening of the market on Monday, so that the quotations given below are subject to alteration. Address, The Open Market, Wall Street Office, The Annalist, 2 Rector Street, N. Y.

Bonds

UNITED STATES AND TERRITORIES

	Bid for—	At	By	Offered—	At	By
U. S. 2s. reg., 1930.....	101	Polson & Adams.....	101 1/2	Polson & Adams.....	101 1/2	
Do coupon, 1930.....	101	"	"	101 1/2	"	
U. S. 4s. reg., 1925.....	105 1/4	"	"	105 1/4	"	
Do coupon, 1925.....	105 1/4	"	"	105 1/4	"	
U. S. conversion 3s, 1948.....	101	"	"	101 1/2	"	
Pan. Canal 2s, reg., '36-'38.....	101	"	"	101 1/2	"	
Do coupon, 1936-38.....	101	"	"	101 1/2	"	
Panama 3s, reg., 1961.....	79 1/2	"	"	80	C. F. Childs & Co.	
Do coupon.....	80	"	"	82	Polson & Adams.....	

OTHER FOREIGN, Including Notes

Alberta 5 1/2s, Jan., 1930.....	81 1/2	Lynch & McDermott.....	84	Lynch & McDermott.....
Do 5s, May, 1925.....	88	"	90	"
Do 6s, June, 1929.....	90	"	92	"
British Col. 5 1/2s, 1930.....	80	"	82	"
Do 4 1/2s, Dec., 1925.....	84 1/2	"	87	"
Belgian Govt. 6s, 1-yr., Jan., '21.....	100 1/2	Salomon Bros. & Hutzler.....	101 1/2	Salomon Bros. & Hutzler.....
Do 6s, 5-yr., Jan., 1925.....	91 1/2	Bull & Eldredge.....	92	Bull & Eldredge.....
Christiana 6s, 1945.....	98 1/2	Salomon Bros. & Hutzler.....	98 1/2	Salomon Bros. & Hutzler.....
Calgary 5s, April, 1922.....	92	Lynch & McDermott.....	94 1/2	Lynch & McDermott.....
Do 7s, 1928.....	93	"	95	"
Do 5s, 1923.....	90	"	91 1/2	"
French 8s, 1945.....	100 1/4	Salomon Bros. & Hutzler.....	100 1/2	Bull & Eldredge.....
Montreal 4 1/2s, Jan., 1926.....	83 1/2	Lynch & McDermott.....	84 1/2	Lynch & McDermott.....
Do 6s, Dec., 1922.....	94 1/2	"	95 1/2	"
Do 6s, May, 1923.....	94 1/2	"	95 1/2	"
New Brunswick 5s, Dec., 1926.....	85	"	89 1/2	"
Norway 6s, 1923.....	84 1/2	Salomon Bros. & Hutzler.....	95 1/2	Salomon Bros. & Hutzler.....
Do 5s, 1940.....	90 1/2	"	100 1/2	"
Ontario 5s, June, 1926.....	87	Lynch & McDermott.....	87	Lynch & McDermott.....
Do 6s, April, 1925.....	93	"	94 1/2	"
Quebec 8s, March, 1925.....	63	"	65	"
Do 5s, June, 1926.....	88	"	89	"
Russian Government 5 1/2s, 1921.....	15	Bull & Eldredge.....	20	Bull & Eldredge.....
Do 6 1/2s, 1919.....	18	"	21	"
Saskatchewan 4s, July, 1923.....	87	Lynch & McDermott.....	89	Lynch & McDermott.....
Do 6s, Feb., 1924.....	93	"	95	"
Swedish Govt. 6s, 1930.....	82	Salomon Bros. & Hutzler.....	83	Salomon Bros. & Hutzler.....
Switzerland 5 1/2s, Aug., 1925.....	83 1/2	Bull & Eldredge.....	84	"
United Kingdom of Gr. Britain and Ireland 5 1/2s, 1921.....	55 1/2	Salomon Bros. & Hutzler.....	56 1/2	"
Do 5 1/2s, 1922.....	64 1/2	"	65	"
Do 5 1/2s, 1929.....	88 1/2	"	89	"
Do 5 1/2s, 1937.....	85 1/2	"	86	"

MUNICIPALS, Etc., Including Notes

Attleboro (Mass.) cpn. 6s, 1923.....	5.25	Estabrook & Co.	5.25	
Do 6s, 1924.....	5.00	"	5.00	
Audubon (N. J.) School District 6s, 1923-34.....	5.50	R. M. Grant & Co.	5.50	
Bessemer (Mich.) School District 6 1/2s, 1931-32.....	5.75	"	5.75	
Do 6 1/2s, 1927-29.....	5.25	"	5.25	
Boston (Mass.) 4s, 1926.....	5.25	Estabrook & Co.	5.25	
Bryan (Ohio) Waterworks 5 1/2s, 1926-33.....	5.40	A. E. Aub & Co., Cin.	5.40	
Bridgeport (Conn.) 5s, 1930-35.....	5.40	R. M. Grant & Co.	5.40	
Brockton (Mass.) cpn. 5s, 1929-30.....	5.50	Estabrook & Co.	5.50	
Cambridge (Mass.) 4s, 1936.....	5.25	R. M. Grant & Co.	5.25	
Cleveland Heights (Ohio) School District 6s, 1946.....	5.25	A. E. Aub & Co., Cin.	5.25	
Cleveland (Ohio) coupon 6s, Sept. 1928.....	5.35	Estabrook & Co.	5.35	
Cincinnati (Ohio) coupon 6s, Aug. 1928.....	5.35	"	5.35	
Comanche County (Texas) Road Dist. 5s, 1921-30.....	6.00	A. E. Aub & Co., Cin.	6.00	
Conane Bluffs (Iowa) School 5s, 1922-25.....	6.00	P. W. Chapman & Co.	6.00	
Cumberland County (N. C.) Road and Bridge 6s, 1922.....	6.50	R. M. Grant & Co.	6.50	
Cook County (Ill.) School 5s, 1929-31.....	5.50	"	5.50	
Do 4 1/2s, 1928.....	5.40	"	5.40	
Dade County (Fla.) funding 5s, 1930.....	6.00	A. E. Aub & Co., Cin.	6.00	
Delaware County (Ohio) redemption 4 1/2s, 1921.....	6.00	"	6.00	
Dallas (Texas) coupon 4 1/2s, 1921.....	6.00	Estabrook & Co.	6.00	
Decatur (Ill.) 4s, 1922.....	5.00	R. M. Grant & Co.	5.00	
Des Moines (Iowa) Water 5s, 1929.....	5.05	"	5.05	
Eagle Township (Ill.) Road 5s, 1922-1925.....	5.00	P. W. Chapman & Co.	5.00	
Flint (Mich.) 5s, 1923-30.....	5.05-5.125	"	5.05-5.125	
Do 5s, 1936-50.....	5.05-5.125	"	5.05-5.125	
Gallipolis (Ohio) redemption 5s, 1921-44.....	5.50, 5.30	A. E. Aub & Co., Cin.	5.50, 5.30	
Grayson County (Texas) Road Dist. No. 1 4 1/2s, 1924-1929.....	6.00	P. W. Chapman & Co.	6.00	
Goodfarm Township (Ill.) Road 5s, 1921-1925.....	6.00	A. E. Aub & Co., Cin.	6.00	
Greenlee County (Ariz.) 6s, 1935-39.....	6.00	"	6.00	
Hickory (N. C.) Highway 5s, 1924.....	6.00	Estabrook & Co.	6.00	
Holyoke (Mass.) reg. 4s, 1934-35.....	4.50	A. E. Aub & Co., Cin.	4.50	
Hunt County (Texas) Road 5s, 1930-48-51.....	5.50	P. W. Chapman & Co.	5.50	
Highland Township (Ill.) Road 5s, 1921-1924.....	6.00	R. M. Grant & Co.	6.00	
Knoxville (Tenn.) 5 1/2s, 1925.....	6.35	Estabrook & Co.	6.35	
Kansas City (Mo.) 4s, 1930.....	6.00	"	6.00	
Little River D. D. (Mo.) cpn. 5 1/2s, 1922.....	6.00	"	6.00	
Mansfield (Mass.) reg. 4s, 1924-26.....	5.00	"	5.00	
Do reg. 4s, 1927-30.....	4.75	"	4.75	
Milwaukee (Wis.) ref. 5 1/2s, 1930.....	5.15	R. M. Grant & Co.	5.15	
Narragansett (R. I.) cpn. 5s, 1921.....	5.75	"	5.75	
Do 5s, 1924-25.....	5.50	"	5.50	
New Bedford (Mass.) reg. 4s, 1928-30.....	5.50	Estabrook & Co.	5.50	
Newport (R. I.) cpn. 5 1/2s, 1926-30.....	5.37	"	5.37	
Do coupon 5 1/2s, 1925.....	5.50	"	5.50	
New Bern (N. C.) Imp. 6s, 1922.....	6.50	R. M. Grant & Co.	6.50	
New Britain (Conn.) School 4s, 1923-24.....	5.50	"	5.50	
New Haven (Conn.) School Dist. 4s, 1928-25.....	5.25	"	5.25	
North Hempstead (N. Y.) Water reg. 4.80, Nov. 1, 1921-30.....	5.25	"	5.25	
New York City bonds:				
Interchangeable 4 1/2s, July, '07.....	94	Bull & Eldredge.....	95 1/2	Bull & Eldredge.....
Do 4 1/2s, June, 1905.....	93 1/2	"	95 1/2	"
Do 4 1/2s, March, 1903.....	94	"	95 1/2	"
Do 4 1/2s, Nov., 1907.....	94	"	95 1/2	"
Do 4 1/2s, May, 1907.....	94	"	95 1/2	"
Do 4 1/2s, April, 1906.....	89	"	91	"
Do 4 1/2s, March, 1904.....	89	"	91	"
Do 4 1/2s, March, 1902.....	89	"	91	"
Do 4 1/2s, Sept., 1900.....	89	"	91	"
Do 4 1/2s, March, '00, op. '30.....	85	"	91	"
Do 4s, May, 1950.....	85	"	86 1/2	"
Do 4s, Nov., 1924.....	85	"	86 1/2	"
Do 4s, May, 1937.....	85	"	86 1/2	"
Registered 4s, Nov., 1950.....	84	"	86	"
Do 4s, Nov., 1955.....	84	"	86	"
Do 4s, Nov., 1936.....	88	"	92	"
Interchangeable 3 1/2s, Nov., '54.....	76	"	78 1/2	"
Coupon 3 1/2s, May, 1954.....	76	"	78 1/2	"
Reg. 3 1/2s, Nov., 1950-53, Inc.....	5.20	"	4.80	"
Do 3 1/2s, Nov., 1940-50, Inc.....	5.35	"	4.80	"
Do & Cou. (Serial) 4 1/2s, June, 1921-30, Inc.....	5.50	"	5.00	"
Do & Cou. (Serial) 4 1/2s, April, 1921-31, Inc.....	5.50	"	5.00	"
Polk County (Iowa) Road 5s, 1926-27.....	5.50	"	5.50	"
Portland (Ore.) 5s, 1923-29.....	5.75	Estabrook & Co.	5.75	
Quincy (Mass.) Sewer reg. 4s, June 1, 1921-45.....	5.125	R. M. Grant & Co.	5.125	
Richmond (Va.) 6s, 1930.....	5.25	Estabrook & Co.	5.25	
Rochester (N. Y.) reg. 3 1/2s, 1924.....	6.00	R. M. Grant & Co.	6.00	
Racine (Wis.) coup. 4s, 1921.....	4.50	Estabrook & Co.	4.50	
Salem (Mass.) reg. 4s, 1936-39.....	4.50	"	4.50	
Scioto County (Ohio) Flood Emergency 5s, 1934.....	5.00	A. E. Aub & Co., Cin.	5.00	
St. Louis City 4s, 1928-29.....	90 1/2	Steinberg & Co., St. Louis.....	91 1/2	
Do 4 1/2s, 1935.....	86	"	88	
Sioux Falls, S. D., School Dist. 5 1/2s, Dec. 1, 1940.....	5.25	P. W. Chapman.....	5.25	
Stamford (Texas) Waterworks 5s, 1923.....	6.00	A. E. Aub & Co., Cin.	6.00	
South Bend (Ind.) 6s, 1925.....	5.40	Estabrook & Co.	5.40	
Vienna Township, Ill., Road 5s, 1921-1924.....	6.00	P. W. Chapman & Co.	6.00	
Wyoming (Ohio) Sewer Extension 5s, 1932-45.....	5.10	A. E. Aub & Co., Cin.	5.10	
Waterbury (Conn.) 4s, 1927.....	4.50	R. M. Grant & Co.	4.50	
Do 5s, 1933-40.....	4.75	"	4.75	
Youngstown (Ohio) coup. 5s, 1921.....	6.00	"	6.00	
Xenia (Ohio) Waterworks 5 1/2s, 1927.....	5.30	A. E. Aub & Co., Cin.	5.30	
* Basis.				

PUBLIC UTILITIES

Adirondack P. & L. 5s, 1902.....	78	Pynchon & Co.....	80	Pynchon & Co.....
Alabama Power Co., 1946.....	78	"	79 1/2	J. Nickerson Jr.....
Alabama Pr. 6s, 1922.....	95	A. F. Ingold & Co.....	98	A. F. Ingold & Co.....
Albany Southern 5s, 1930.....	65	Redmond & Co.....	75	Redmond & Co.....

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Annalist Open Market

PUBLIC UTILITIES—Continued

At	By	At	By
Alton, Granite & St. L. 5s, 1944.	30 Stix & Co., St. L.	40 Stix & Co., St. L.	
Amer. Tel. & T. 4s, 1933.	65 Joseph Gilman	75 Pynchon & Co.	
Amer. P. & L. deb. 6s, 2014.	73 Pynchon & Co.	94	
Amer. P. & L. 6s, 1921.	92	92	
Amer. Light & Trac. 6s, 1925.	91	92	
Am. Water Works & Elec. 5s, '34	56 A. F. Ingold & Co.	57 A. F. Ingold & Co.	
Asheville Pr. & Lt. 1st 5s, '42.	71 Pynchon & Co.	32 Redmond & Co.	
Aug.-Albion Ry. & Elec. 5s, 1935.	25 Redmond & Co.	78 Stone & Webster.	
Baton Rouge El. 1st 5s, '39.	22 Stone & Webster.	80	
Bell Tel. Co. of Canada 5s, April	80 Lynch & McDermott.	80	
1, 1925.	80	80	
Do 7s, 1925.	80	80	
Beloit W. G. & E. 5s, 1937.	82 Pynchon & Co.	80	
Brooklyn Edison 7s, 1930.	82	80	
Brazilian Tr. L. & P. 6s, 1922.	83 Lynch & McDermott.	80	
Butte Elec. & Pr. 1st 5s, 1931.	84 Pynchon & Co.	83	
Burlington Gas & Lt. 1st 5s, 1935.	85	83	
Burlington Ry. & Lt. 1st 5s, 1932.	50	83	
Cal. Elec. Generating 1st 5s, 1948.	74 A. E. Lewis & Co., L. A.	76	
Cal. G. & E. unifying 5s, 1937.	80	78	
Cedar Rapids P. & Mfg. 5s, 1933.	73 J. Nickerson Jr.	80	
Carolina Pr. & Lt. 1st 5s, 1938.	75 Pynchon & Co.	80	
Cape Breton Elec. 6s, 1932.	84	81	
Cass Av. & Fair Grounds 4½s, '22	84 Stix & Co., St. L.	81	
Central Dist. Tel. 1st 5s, 1943.	85 Joseph Gilman	81	
City Elec. 5s, 1937.	87 J. Nickerson Jr.	81	
Cent. Pr. & Lt. Co. 1st 4½s, 1931.	70 A. F. Ingold & Co.	75	
Ches. & Potomac Tel. of Va. 5s, '43	74 Joseph Gilman	81	
Colorado Pr. 1st 5s, 1933.	72 J. Nickerson Jr.	81	
Commercial Cable 4s, 2397.	80 Joseph Gilman	81	
Central States Elec. 5s, 1922.	80 Pynchon & Co.	89	
Cities Service deb. C. 1st 5s, 1933.	92 H. L. Doherty.	94	
Cin. Gas & Elec. 5s, 1936.	80 A. B. Leach & Co.	85	
Cin. Gas & Transp. 5s, 1933.	87	84	
Cleve. Elec. Ill. 5s, 1939.	82 Spencer Trask & Co.	84	
Columbia Gas & Elec. 1st 5s, 1927.	82 A. B. Leach & Co.	84	
Do deb. 5s, 1927.	80	80	
Com. Power 1st 5s, 1963.	75 Stone & Webster.	63	
Columbus St. Ry. 5s, 1932.	59 Pynchon & Co.	63	
Compton Heights 5s, 1923.	59 Stix & Co., St. L.	63	
Consumers' Power (Mich.) 5s, '36.	80 Pynchon & Co.	82	
Conn. Ry. & Lt. Co. 1st 4½s, 1931.	80	62	
Do stamped.	60 Redmond & Co.	62	
Do unstamped.	60	62	
Cons. Tel. of Hazleton (Pa.) 5s, '53	60 Joseph Gilman	25	
Do income 5s, 1953.	60 Redmond & Co.	25	
Cons. Wat. (Utica) 1st 5s, '36.	60	44	
Do deb. 5s, 1930.	74	42	
Cons. Cities L. P. & T. 1st 5s, '62	74 Pynchon & Co.	42	
Con. Traction (N. J.) 5s, 1933.	67 B. H. & F. W. Pelzer.	70	
Cumtland Co. Pr. & Lt. 5s, '42.	73 A. B. Leach & Co.	85	
Denver Gas & Elec. col. tr. 7s, '22	93 A. F. Ingold & Co.	96	
Denver City Tramway 5s, 1933.	32 J. Nickerson Jr.	38	
Detroit Edison 7s, 1928.	82 Spencer Trask & Co.	100	
Duluth Edison Elec. 1st 5s, 1931.	82 J. Nickerson Jr.	84	
Duluth Rainy Lake & Winnipeg	83	88	
1st 5s, 1921.	83	88	
East Bay Water 1st 5½s, 1946.	87 Cahn, McCabe & Co., L. A.	88	
East St. Louis & Sub. 5s, '32.	45 Stix & Co., St. L.	46	
Eastern Tex. Elec. 5s, 1942.	72 Stone & Webster.	72	
Edison Elec. 1st 5s, 1922.	94 Cahn, McCabe & Co., L. A.	95	
Economy L. & P. 1st 5s, '50.	80 Redmond & Co.	80	
Elec. Dev. of Ont. 5s, March, '33.	78 Pynchon & Co.	80	
Federal Light & Traction 6s, 1923.	75 A. F. Ingold & Co.	77	
Fl. Worth Pr. & Lt. 5s, 1931.	81 Pynchon & Co.	84	
Flint River Elec. 5s, 1940.	67 Stone & Webster.	72	
Do 5s, 1954.	65	100	
Gr. at Western Power 5s, 1930.	99 J. Nickerson, Jr.	89	
Do at Western Power 5s, 1940.	86 J. Nickerson, Jr.	89	
Great West. Pr. 1st & ref. 6s, '49.	78 A. E. Lewis & Co., L. A.	78	
Great West. Pr. 1st 5s, 1946.	83 Cahn, McCabe & Co., L. A.	85	
Do 10½s, 1949.	80 Spencer Trask & Co.	84	
Gr. Ry. & Elec. 1st 5s, 1932.	80 Redmond & Co.	80	
Harwood Elec. 5s, 1939.	75 Joseph Gilman	76	
Home Tel. & Tel. (Spokane) 1st	85 Stone & Webster.	90	
5s, 1936.	78 B. H. & F. W. Pelzer.	78	
Houston Elec. 5s, 1925.	74 Pynchon & Co.	81	
Hoboken Ferry 5s, 1946.	74	81	
Hudson Co. Gas 5s, 1949.	75	81	
Indianapolis Gas 1st 5s, 1932.	75	81	
Idaho Power 1st 5s, 1947.	78	81	
Jersey City, Hoboken & Paterson	89	89	
5s, 1949.	89	89	
Kansas City H. T. 5s, 1923.	89	89	
Kansas City L. D. Tel. 5s, 1925.	90	89	
Knoxville Ry. & Lt. 5s, 1946.	90	89	
Knoxville Trac. 5s, 1938.	90	89	
Kinloch Long Distance 5s, 1929.	80 Stix & Co., St. Louis.	84	
Kinloch Telephone 6s, 1928.	88	84	
Laclede Gas Light 7s, 1929.	92	84	
Lake Shore Elec. Ry. 1st cons.	63 Pynchon & Co.	63	
5s, 1923.	45	78	
Do gen. 5s, 1933.	77 J. Nickerson, Jr.	78	
Laurentide Power 5s, 1946.	83 Lynch & McDermott.	88	
Loco. & Mach. Co. of Montreal	83	88	
4s, 1924.	59 A. E. Lewis & Co., L. A.	60	
Los Angeles Ry. Corp. 1st & ref.	62 J. Nickerson, Jr.	65	
5s, 1940.	70 Cahn, McCabe & Co., L. A.	69	
Los Angeles Pacific 1st & ref. 6s,	59 A. E. Lewis & Co., L. A.	91	
1943.	83 Pynchon & Co.	83	
Los Angeles Ry. 1st 5s, 1938.	87 Joseph Gilman	90	
Los Angeles Ry. 1st & ref. 6s, '40.	85 A. H. Bickmore & Co.	62	
Los Angeles G. & E. gen. 5s, '34.	56 Pynchon & Co.	76	
Madison River Pr. 1st 5s, 1935.	90	76	
Mich. State Tel. Co. 1st 5s, 1924.	87	76	
Middle West Utilities 6s, 1925.	85	76	
Memphis St. Ry. 5s, 1945.	56	76	
Milwaukee El. & Lt. 5s, 1931.	73	76	
Do 4½s, 1931.	90	76	
Do 5s, 1926.	75	76	
Miss. River Power 1st 5s, 1951.	96 Stix & Co., St. Louis.	99	
Missouri Elec. 2d 6s, 1921.	84	85	
Missouri Edison 5s, 1927.	58 Lynch & McDermott.	60	
Montreal Tramway 5s, 1941.	58 A. F. Ingold & Co.	60	
Mobile Electric 5s, 1940.	75 Lynch & McDermott.	77	
Montreal Lt., H. & P. 4½s, Jan.	76	79	
1932.	94 A. E. Lewis & Co., L. A.	91	
Do (Lachine) 5s, April, 1933.	82 Spencer Trask & Co.	88	
Mt. Whitney Pow. & Elec. 1st 6s,	90 A. E. Lewis & Co., L. A.	90	
1930.	77 Pynchon & Co.	80	
Nev.-Cal. Elec. 1st 5s, 1927.	73 J. S. Rippe & Co., Newark.	79	
Nashville Ry. & Lt. 1st 5s, 1953.	79 B. H. & F. W. Pelzer.	82	
Newark Passenger 5s, 1930.	79 Pynchon & Co.	54	
Newark Con. Gas 5s, 1948.	76 B. H. & F. W. Pelzer.	76	
New England Ry. 1st 5s, 1931.	82 Joseph Gilman	90	
New Orleans Ry. & Lt. 4½s, 1935.	87 J. Nickerson, Jr.	90	
N. Y. & Hoboken Ferry 5s, 1946.	82 B. H. & F. W. Pelzer.	82	
New England Tel. & Tel. 5s, 1932.	82	82	
Niagara Falls Power 5s, 1932.	87 Spencer Trask & Co.	90	
North Jersey St. Ry. 1st 5s, 1933.	87 B. H. & F. W. Pelzer.	87	
Norfolk & Ports. Trac. 5s, 1936.	73 Stone & Webster.	65	
Nor. States Pr. 1st & ref. 5s, '41.	61 Pynchon & Co.	78	
Northern Elec. 5s, '39.	78	77	
Northern Ont. L. & P. 1st 5s, 1931.	73	77	
Northwestern Tel. Co. 4½s, 1934.	70	77	
Nova Scotia Tr. & P. 1st 5s, '46.	63 Joseph Gilman	66	
Ohio State Tel. 5s, 1944.	69 Pynchon & Co.	77	
Ontario Pr. 1st 5s, 1943.	69 Joseph Gilman	77	
Pacific G. & El. 7s, 1925.	79 Pynchon & Co.	77	
Pacific Gas & El. 5s, 1942.	80 J. Nickerson, Jr.	87	
Pacific Light & Power 5s, 1951.	80	87	
Do 5s, 1942.	84 Cahn, McCabe & Co., L. A.	84	
Peninsula Tel. 1st 6s, 1931, Ser. B.	87 A. E. Lewis & Co., L. A.	87	
Peninsula Tel. 1st 6s, 1943, Ser. A.	84 Joseph Gilman	84	
Portland Ry. & Light 5s, 1930.	84	84	
Public Service gen. 5s, 1939.	84 Redmond & Co.	84	
Do 7s, 1922.	84 J. S. Rippe & Co., Newk.	84	
Do certificates.	84	84	
Porto Rico Tel. 6s, 1944.	78 Joseph Gilman	83	
Rio de Janeiro Tr. & P. 5s, 1935.	63 A. F. Ingold & Co.	60	
San Joaquin Lt. & Pow. 6s, 1950.	85	85	
Salmon River 1st 5s, 1932.	87 A. E. Lewis & Co., L. A.	88	
St. Louis Transit 5s, 1924.	87 Cahn, McCabe & Co., L. A.	88	
St. Louis & Suburban 5s, 1921.	24 J. Nickerson Jr.	29	
Do gen. 5s, 1923.	24 Steinberg & Co., St. Louis.	90	
San Antonio Water 1st 5s, '33.	43 Stix & Co., St. Louis.	44	
Seattle Elec. 1st 5s, 1930.	78 Pynchon & Co.	86	
Seattle Elec. 5s, 1929.	78 Stone & Webster.	86	
Shawinigan W. & P. 5½s, 1950.	82 Pynchon & Co.	88	
Shawinigan W. & P. 5s, 1934.	87	88	
So. Cal. Gas 6s, 1950.	87 Cahn, McCabe & Co., L. A.	87	
So. Cal. Edison g. m. 5s, 1939.	82 A. E. Lewis & Co., L. A.	83	
Do 1st & ref. 6s, 1944.	82	83	
South. Counties Gas 1st 5½s, '30.	77 Cahn, McCabe & Co., L. A.	84	
South Bend Home Tel. 1st 6s, '38.	77 Joseph Gilman	84	
Southern N. Eng. Tel. Co. 4s, '48.	70	75	
Superior Water, Lt. & P. 4s, '31.	95	75	
Syracuse Gas 1st 5s, 1946.	70 Redmond & Co.	75	
Spring Valley Water gen. 4s, 1923.	70 Pynchon & Co.	75	
Tampa L. P. & T. 1st 5s, 1933.	88 J. Nickerson Jr.	91	
Texas Pr. & Lt. 1st 5s, 1937.	80 Redmond & Co.	90	

Opening for Capital in China

American investment, commercial and shipping activities are to have unlimited opportunity in China, "unless America, as large and powerful as a grizzly bear, performs like a pink rabbit, according to Paul Page Witham, American Trade Commissioner, who recently has returned from the Far East. Mr. Witham sees in China and other Asiatic countries the field for the world's greatest future development, contingent upon the expansion of the railway systems.

Development of China's railway systems would increase the foreign trade of China to between \$4,000,000,000 and \$5,000,000,000 a year instead of \$1,500,000,000, Mr. Witham says, and he predicts that America's share of the combined foreign trade of the Far East should be at least \$3,000,000,000.

Mr. Witham traveled 35,000 miles in China and visited seventeen out of the twenty-two provinces. He reports that the Chinese are alive to the advantages of modern machinery and means of transportation. "They want railways and factories," he says. "They desire to open their coal and iron mines and develop their agricultural and mineral resources. And they are doing these things, too. Technical, and in some instances, financial assistance is sought. In this respect Americans are preferred above other nationals."

China's progress within the last few years was outlined by Mr. Witham in an address to the American Manufacturers' Export Association. He told of Chinese flour mills, steam silk filatures, foundries and machine shops, ship yards and electric power plants and of a nine-story department store in Canton which sells "anything from pins to elephants."

Tells of Towns' Rivalries.

"Did you know," he added, "that there is a keen rivalry between towns in the matter of electric light plants? The town of Mengtze, for instance, obtained electric lights; then Kichiu must have them also or lose face. All of which means business for American firms, if they are on the job."

"The city of Nantungchow recently took to advertising in the magazines, calling attention to the fact that it is the model city of China, has electric lights, a hundred miles of hard surfaced roads, and is about to build 300 miles more. It claims a population of 150,000, with a million and a half in the district. It is one of the great cotton centres, producing a million bales per year, has three cotton mills and seven more projected. Perhaps most interesting, it claims to have in the district over 300 primary schools and 20,000 students. Sounds like a live Western city in the United States, does it not?"

"People have asked me if conditions in China were similar to those prevailing in Mexico until recently. Far from it. In traveling 35,000 miles, much of it in the interior, I went unarmed and did not encounter one unpleasant experience. In spite of the trouble, except in a few small districts occupied by soldiers, I found the people going about their business, sowing and reaping their harvests. "Chinese business and industry are advancing and foreign business expanding in spite of certain political disorganization. It will proceed much faster, however, when a better central organization undertakes the development of transportation facilities. Railroads are the great need."

Vast Field in Railways.

"Apparently it is not generally known in America that most of China's 400,000,000 people live in the southeasterly one-third of China, fairly well served with navigable waterways. China has a great Northwest. It awaits the building of the railways as did America's West, so that the young Chinese may go West and grow up with the country. "Twenty-one thousand miles of railways must be added to the existing 6,500 miles in order to complete the trunk lines only, the backbone of a system. The Chinese must look to America and Europe for capital as the United States depended upon Europe during its great era of railway expansion. It will pay to make investments in this direction. In fact, Chinese-American trade expansion is dependent on the transportation development of China."

"The Chinese now purchase foreign goods to the extent of about \$1.50 per capita. China properly served with railways and other transportation facilities, the ensuing industrial and production development should raise the purchasing power to \$5 per capita within a short time and much more eventually. Five dollars multiplied by 400,000,000 equals \$2,000,000,000. A go-get-it policy must be pursued, however. The world's greatest future developments will be in Asia and the lands bordering on the Pacific."

"The combined foreign trade of the countries of the Far East alone amounts to about \$5,500,000,000 per year. America's share in 1919 was \$1,650,000,000. If the needed developments can be financed the total foreign trade of the Far East should rise to at least \$12,000,000,000 per year within a reasonably short time and America's share properly should be at least \$3,000,000,000 per year, provided American business interests go get it."

Annalist Open Market Annalist Open Market

PUBLIC UTILITIES—Continued

—Bid for—		—Offered—	
At	By	At	By
75	Pynchon & Co.	77	Pynchon & Co.
77	"	80	"
77	"	83	J. Nickerson Jr.
77	J. Nickerson Jr.	86	Webb & Co.
64	Webb & Co.	72	Pynchon & Co.
70	Pynchon & Co.	72	Pynchon & Co.
45 1/2	Stix & Co., St. L.	46 1/2	Stix & Co., St. L.
85 1/2	J. Nickerson, Jr.	90 1/2	J. Nickerson, Jr.
76	"	78 1/2	"
71 1/2	"	73 1/2	"

RAILROADS

Canadian Natl. Rys. 7s, May, '35.	101 1/2	Lynch & McDermott.	102 1/2	Lynch & McDermott.
Birmingham Terminal 4s, 1937.	90	Carruthers, Pell & Co.	90	Carruthers, Pell & Co.
Chl. & E. Ill. con. 5s, 1937.	92	W. C. Orton & Co.	90	W. C. Orton & Co.
Do con. 5s, 1934.	92	"	95	"
Cin., Leab. & Northern 4s, 1942.	97	McKinley & Morris.	98	Carruthers, Pell & Co.
Col. Connecting & Ter. 5s, 1924.	97	Carruthers, Pell & Co.	98	Carruthers, Pell & Co.
C. & Gt. W. (B. & O. Chl. Term.)	78	"	"	"
5s, 1936.	78	E. A. Baker & Son.	"	"
Duluth, Missabe & N. gen. 5s, '41	93	"	"	"
Evansville & Terre Haute gen. 5s,	71	W. C. Orton & Co.	78	W. C. Orton & Co.
1942.	71	"	78	"
Do ref. 5s, 1941.	71	"	78	"
Do con. 5s, 1921.	90	"	94	"
Fonda, Johnstown & Gl. 4 1/2s, 1932.	47 1/2	J. L. Kirk & Co.	47 1/2	J. L. Kirk & Co.
Grand Trunk Pacific 3s, 1932.	47 1/2	Lynch & McDermott.	48	A. F. Ingold & Co.
Do 4s, 1932.	47 1/2	"	48	Lynch & McDermott.
Great Nor. (Can.) 4s, 1934.	62	A. F. Ingold & Co.	62	Carruthers, Pell & Co.
Galveston Terminal 5s, 1938.	77	Carruthers, Pell & Co.	80	Carruthers, Pell & Co.
Houston Belt & Terminal 5s, '37.	77	"	82	"
G. Rap. & Ind. 2d 4s, 1936.	50	W. C. Orton & Co.	50	W. C. Orton & Co.
Grand Trunk West. 4s, 1930.	62	Lynch & McDermott.	64	Lynch & McDermott.
Indiana, Bloomington & W. 4s, '40	62 1/2	McKinley & Morris.	62 1/2	W. C. Orton & Co.
Mo., Kan. & Tex. ext. 5s, 1944.	29	W. C. Orton & Co.	41	"
Do gen. 4 1/2s, 1939.	38	"	80	Carruthers, Pell & Co.
Macon Terminal 5s, 1935.	75	Carruthers, Pell & Co.	85	"
Memphis Union Station 5s, 1930.	80	"	"	"
Midland Terminal 5s, 1925.	90	"	"	"
Mutual Terminal of Buf. 4s, 1924.	90	"	"	"
Mo., Kan. & Eastern 5s, 1942.	50	W. C. Orton & Co.	58	W. C. Orton & Co.
Miss. River & Bonne Terre 5s, '31	88	Stix & Co., St. L.	92	Stix & Co., St. L.
Pitts. Beasmer & L. E. 5s, '47.	86	E. A. Baker & Son.	88	E. A. Baker & Son.
New Orleans Terminal 4s, 1933.	90	Carruthers, Pell & Co.	92	Carruthers, Pell & Co.
Nashville Terminal 5s, 1932.	90	"	92	"
Indiana Harbor Belt 4s, 1937.	60	"	60	"
Rock Island-Prisco Ter. 1st 5s, '27	81	Stix & Co., St. L.	84	Stix & Co., St. L.
San Antonio Belt & Ter. Ry. 6s, '24	93	"	95	"
Shreveport Bridge & Ter. 5s, '35.	80	"	82	Carruthers, Pell & Co.
Toledo Terminal 4 1/2s, 1937.	70	Carruthers, Pell & Co.	72	"
S. P. San Fran. Terminal 5s, '30	70	"	72	"
Union Term. of Dallas 5s, '42.	77	"	78	"
Verdigris Val., Ind. & W. 5s, '26.	86	P. W. Chapman & Co.	86	P. W. Chapman & Co.
Wash. Terminal 3 1/2s, 1945.	84	Carruthers, Pell & Co.	73	Carruthers, Pell & Co.

INDUSTRIAL AND MISCELLANEOUS

Aetna Explosives 6s, 1941.	69	Brooks & Co., Scranton.	101	Carruthers, Pell & Co.
Amer. Brake Shoe & Fdry. 5s, '52.	98	"	101	Carruthers, Pell & Co.
Acker, Merrill & Condit deb. 6s, '23	50	"	65	"
Am. Oil Fields 1st 6s, 1930.	83	Cahn, McCabe & Co., L. A.	84	A. E. Lewis & Co., L. A.
Buff. & Susq. Iron deb. 5s, 1926.	83	Lynch & McDermott.	90	E. A. Baker & Son.
Canadian Car & Fdry. 6s, Dec. '29	79	"	75	Lynch & McDermott.
Consolidated Coal 5s, 1930.	74	E. A. Baker & Son.	75	E. A. Baker & Son.
Do 6s, 1923.	96	H. I. Nicholas & Co.	96 1/2	Carruthers, Pell & Co.
Central Iron & Coal 6s, 1938.	65	"	75	"
Central Foundry 6s, 1931.	75	"	80 1/2	"
Consolidated Coal 4 1/2s, '30	75	"	80 1/2	"
Cons. Textile 7s, 1923.	114 1/2	"	96	"
Dominion Glass 1st 6s, 1933.	82	"	"	"
Dominion Coal 5s, 1940.	77	Lynch & McDermott.	79	E. A. Baker & Son.
Elk Horn Coal 5s, 1925.	82	Carruthers, Pell & Co.	92	Carruthers, Pell & Co.
Fairmont Coal 5s, 1931.	82	"	92	"
General Baking 6s, 1936.	88	Webb & Co.	90	Webb & Co.
Great Northern Paper 1st 5s, 1927.	85	H. I. Nicholas & Co.	90	Webb & Co.
Hale Coal 6s, 1925.	86	"	"	"
Huntington col. tr. 6s, 1927.	80	A. E. Lewis & Co., L. A.	150	A. E. Lewis & Co., L. A.
Keystone C. & C. ref. 6s, 1921-31.	90	H. I. Nicholas & Co.	"	"
Jamison Coal & Coke (Georges	87	"	"	"
Creek) 5s, 1930.	87	"	"	"
Do 1st 5s, 1931.	83	"	"	"
Deland Steel 6s, 1942.	89 1/2	Carruthers, Pell & Co.	90 1/2	Holmes, Bulkley & Co.
Jones & Laughlin Steel 5s, 1939.	89 1/2	Holmes, Bulkley & Co.	90 1/2	Holmes, Bulkley & Co.
Lima Loco. Corp. 1st 6s, 1939.	90	E. A. Baker & Son.	92	Redmond & Co.
L. & W.-B. Coal 4s, 1925.	83 1/2	H. I. Nicholas & Co.	"	"
Merchants Coal joint 5s, 1924.	98	"	"	"
Mercantile Stores deb. 5s, 1933.	82	W. C. Orton & Co.	88	W. C. Orton & Co.
Magnolia Petroleum 6s, 1937.	84	E. A. Baker & Son.	88	E. A. Baker & Son.
Monon. Coal 1st 5s, 1936.	45	Redmond & Co.	48	Carruthers, Pell & Co.
New Mex. Ry. & Coal 1st 5s, 1947.	70	H. I. Nicholas & Co.	"	"
New Jersey Zinc 1st 4s, 1920.	90	Carruthers, Pell & Co.	94	Carruthers, Pell & Co.
O'Gara Coal 5s, 1935.	63	H. I. Nicholas & Co.	70 1/2	Brooks & Co., Scranton.
Oxford Paper 1st 6s, 1930.	87	"	"	"
Pleasant Valley Co. 1 5s, 1928.	78	Carruthers, Pell & Co.	95	Carruthers, Pell & Co.
Pan Amer. Petroleum 7s, 1930.	93	"	95	Carruthers, Pell & Co.
Penn. Mary. Coal 1st 5s, 1939.	84	H. I. Nicholas & Co.	"	"
Penn. Coal & Coke 6s, 1922.	80	Brooks & Co., Scranton.	86	Brooks & Co., Scranton.
Santa Cecilia Sugar 6s, 1928.	80	Webb & Co.	85	Webb & Co.
Springfield Coal 5s, 1923.	70	H. I. Nicholas & Co.	"	"
Standard Steel Works 5s, 1928.	94	Carruthers, Pell & Co.	"	"
United States Steel 5s, 1951.	94 1/2	Holmes, Bulkley & Co.	95 1/2	Holmes, Bulkley & Co.
Union Steel 5s, 1932.	90	"	101	"
United Lead deb. 5s, 1943.	76	Carruthers, Pell & Co.	78	Carruthers, Pell & Co.
Ward Baking 6s, 1937.	88	Webb & Co.	92	Webb & Co.
W. Va. C. & C. 6s, 1921-1925.	85	H. I. Nicholas & Co.	"	"
W. Pocahontas Corp. 4 1/2s, 1945.	70	"	"	"
Webster C. & C. 1st con 5s, '42.	84	Brooks & Co., Scranton.	88	Brooks & Co., Scranton.
West India Sugar 7s, 1929.	84	E. A. Baker & Son.	90	E. A. Baker & Son.
Willis-Barre Colliery 6s, 1923.	97	H. I. Nicholas & Co.	"	"

Notes

Notes

RAILROADS

—Bid for—		—Offered—	
At	By	At	By
94 1/2	T. H. Keyes & Co.	95 1/2	Mann, Pell & Peake.
88	Mann, Pell & Peake.	89 1/2	"
92 1/2	"	93 1/2	"
92 1/2	Salomon Bros. & Hutzler.	93 1/2	Salomon Bros. & Hutzler.
93 1/2	Mann, Pell & Peake.	95 1/2	"
93 1/2	"	96 1/2	"

PUBLIC UTILITIES

55	Stone & Webster.	98 1/2	Stone & Webster.
99	"	100	"
92	"	96	"
92	"	96	"
10 1/2	T. H. Keyes & Co.	72	T. H. Keyes & Co.
97 1/2	Mann, Pell & Peake.	86 1/2	Mann, Pell & Peake.
93 1/2	Joseph Gilman.	95 1/2	Joseph Gilman.
93 1/2	A. H. Bickmore & Co.	99 1/2	A. H. Bickmore & Co.
93 1/2	Steinberg & Co., St. L.	96 1/2	Steinberg & Co., St. L.

INDUSTRIAL AND MISCELLANEOUS

Am. Cotton Oil 6s, Sept., 1924.	91	Salomon Bros. & Hutzler.	91 1/2	Salomon Bros. & H.
Am. Tel. & Tel. 6s, Feb., 1924.	93 1/2	"	94 1/2	"
Do 6s, 1922.	93 1/2	Mann, Pell & Peake.	95 1/2	Mann, Pell & Peake.
Do 7s, 1922.	90 1/2	"	100	Salomon Bros. & H.
Do 7s, 1923.	90 1/2	"	100	"
Anglo-Am. Oil 7 1/2s, 1925.	90 1/2	"	100	"
Anacostia 6s, 1929.	95 1/2	Salomon Bros. & Hutzler.	95 1/2	Mann, Pell & Peake.
Do 7s, 1929.	95 1/2	Mann, Pell & Peake.	95 1/2	"
Armour & Co. 6s, 1921 to 1924.	95 1/2	Salomon Bros. & Hutzler.	95 1/2	"
Associated Sim. Hard. 7s, 1925.	96 1/2	Steinberg & Co., St. L.	97 1/2	Steinberg & Co., St. L.
Bethlehem Steel 7s, 1922.	97 1/2	Salomon Bros. & Hutzler.	98	Salomon Bros. & H.
Do 1923.	97 1/2	"	96 1/2	"
Cudahy Packing 7s, 1925.	97 1/2	"	98	"
Federal Sugar Ref. Jan., 1924.	92 1/2	Mann, Pell & Peake.	94	Mann, Pell & Peake.
Goodrich Co. (B. F.) 7s.	80 1/2	"	80 1/2	"
Gulf Oil Corp. 6s, July, 1921.	98	"	98 1/2	"
Do 6s, July, 1922.	98	"	97	"
Do 6s, July, 1923.	98	"	96	"
Kennecott Copper 7s, 1930.	93	Salomon Bros. & Hutzler.	93 1/2	Salomon Bros. & H.
Laclede Gas 7s, 1929.	90	Mann, Pell & Peake.	90	Mann, Pell & Peake.
Liggett & Myers 6s, 1921.	97 1/2	Salomon Bros. & Hutzler.	98 1/2	Salomon Bros. & H.
Procter & G. 7s, March, 1921.	99 1/2	Mann, Pell & Peake.	100	Mann, Pell & Peake.
Do 7s, March, 1922.	99 1/2	"	100	"
Do 7s, March, 1923.	100 1/2	"	100 1/2	"
Reynolds, R. J., 6s, 1922.	94 1/2	Salomon Bros. & Hutzler.	97	Mann, Pell & Peake.
Shelair Oil 7 1/2s, 1925.	90 1/2	T. H. Keyes & Co.	91	T. H. Keyes & Co.
Swift & Co. 6s, 1921.	97 1/2	Mann, Pell & Peake.	97 1/2	Mann, Pell & Peake.
Texas Co. 7s, March, 1923.	98	"	98 1/2	"
U. S. Rubber 7s, 1923.	98	Salomon Bros. & Hutzler.	98 1/2	Salomon Bros. & H.
Webb Securities 6s, 1922.	91	Mann, Pell & Peake.	93	Mann, Pell & Peake.
Western Electric 7s, 1925.	90	"	90 1/2	"

Stocks

Stocks

BANKS

—Bid for—		—Offered—	
At	By	At	By
200	C. Gilbert.	210	C. Gilbert.
250	"	260	"
215	"	220	C. Gilbert.
7	"	150	"
425	"	435	"
30	"	40	"
370	"	380	"
200	"	270	"
230	"	245	"
140	"	150	"
350	"	360	"
180	"	185	C. Gilbert.
245	"	255	"
220	"	225	"
230	"	240	"
215	"	225	"
100	"	115	"
120	"	130	"
900	"	920	C. Gilbert.
920	"	935	"
150	"	165	"
225	"	230	C. Gilbert.
180	"	185	"
350	"	360	"
815	"	830	"
500	"	510	"
212	"	222	"
345	"	355	"
200	"	210	"
490	"	500	"
310	"	320	C. Gilbert.
465	"	475	"
170	"	180	"
288	"	305	"
135	"	145	"
460	"	470	"
255	"	265	C. Gilbert.
610	"	620	"
295	"	305	C. Gilbert.
610	"	620	"
290	"	300	"
110	"	120	C. Gilbert.
375	"	385	"
325	"	335	"

TRUST COMPANIES

Bankers	325	C. Gilbert	335	C. Gilbert.
Brooklyn	490	"	500	"
Central Union	340	"	350	"
Columbia	300	"	310	"
Commercial	150	"	160	"
Empire	340	"	350	"
Equitable	285	"	295	C. Gilbert.
Farmers Loan & Trust.	350	"	360	"
Fidelity International	200	"	210	"
Pulton	270	"	280	"
Guaranty	295	"	305	C. Gilbert.
Hudson	100	"	110	"
Hamilton	255	"	265	C. Gilbert.
Kings County	630	"	640	"
Lawyers Title Ins. & Trust	130	"	140	"
Manufacturers	195	"	205	"
Metropolitan	245	"	255	"
Mortgage	300	"	310	"
N. Y. L. Ins. & T.	525	"	535	"
New York	590	"	600	"
People's	270	"	280	"
Title Guarantee & Trust	285	"	295	"
U. S. Mortgage & Trust	395	"	405	"
United States	800	"	810	"

INSURANCE STOCKS

American Alliance	270	Webb & Co.	290	Webb & Co.
American Surety	65	R. S. Dodge & Co.	72	R. S. Dodge & Co.
City of New York	105	Webb & Co.	205	Webb & Co.
Fidelity, Phoenix	515	"	525	"
Eagle Fire	40	"	45	"
Franklin	83	"	88	"
Great American	255	R. S. Dodge & Co.	265	R. S. Dodge & Co.
Hanover	325	Webb & Co.	335	Webb & Co.
Home Fire Insurance	325	R. S. Dodge & Co.	335	"
Do rights	167	"	173	R. S. Dodge & Co.
National Surety	185	"	198	"
New Jersey Fire	28	Webb & Co.	32	Webb & Co.
North River Insurance	180	"	190	"
Norfolk & Western	180	"	200	Webb & Co.
Norfolk & Western	132	"	138	"
United States Fire	40	"	50	"

Annalist Open Market

Annalist Open Market

PUBLIC UTILITIES—Continued

At	By	At	By
Tenn. Ry. & L. & Power	1 H. F. McConnell & Co.	2 H. F. McConnell & Co.	
Do pf.	3	5	
Texas Power & Light pf.	74 J. Nickerson Jr.	78 J. Nickerson Jr.	
Tri-City Ry. & L. & P.	58	64	
United Light & Railways	55 H. F. McConnell & Co.	24 H. F. McConnell & Co.	
Do 1st pf.	55	30 Macquoid & Coady	
Western Power	20 J. Nickerson Jr.	22 J. Nickerson Jr.	
Do pf.	60%	62	
Western States Gas & Elec.	16		
Do pf.	70	75 J. Nickerson Jr.	

INDUSTRIAL AND MISCELLANEOUS

Acme Tea 1st pf.	86%	J. Nickerson, Jr.	89	J. Nickerson, Jr.
Amer. Candy	4	T. H. Keyes & Co.	6	T. H. Keyes & Co.
Amal. Sugar	80	J. Nickerson, Jr.	80	J. Nickerson Jr.
Aluminum Mfg. pf.	80	Pynchon & Co.	80	Pynchon & Co.
Amer. Brass	30	T. H. Keyes & Co.	30	T. H. Keyes & Co.
Amer. Chicel	30	Williamson & Squire	32	R. S. Dodge & Co.
Do pf.	65	R. S. Dodge & Co.	68	Williamson & Squire
Amer. Cyanamid	28	J. U. Kirk & Co.	32	J. U. Kirk & Co.
Do pf.	55			
Amer. Stove	125	Steinberg & Co., St. Louis	132	Steinberg & Co., St. L.
Amer. Tobacco 8% scrip	98	McDonnell & Co.	100	McDonnell & Co.
Amer. Type Founders	38	Webb & Co.	42	Webb & Co.
Do pf.	80		84	Pynchon & Co.
Amer. Wholesale pf.	90	Pynchon & Co.	95	Pynchon & Co.
Atlas Powder	74%	J. U. Kirk & Co.	76%	Williamson & Squire
Atlas Portland Cement pf.	97	Pynchon & Co.	103	Pynchon & Co.
Austin, Nichols & Co. 7% pf.	70		76	J. U. Kirk & Co.
Bilas (E. W.)			410	J. U. Kirk & Co.
Do pf.			75	T. H. Keyes & Co.
Beaver Board	85	Williamson & Squire	81	Williamson & Squire
Borden Co.	79		81	J. U. Kirk & Co.
Do pf.	104%	T. H. Keyes & Co.	108	J. U. Kirk & Co.
Babcock & Wilcox	90	Pynchon & Co.	100	Pynchon & Co.
Brunswick-Balke-Clender pf.	30	M. Lachenbruch & Co.	30	M. Lachenbruch & Co.
Bucyrus	30		93	
Do pf.	70	A. F. Ingold & Co.	73	A. F. Ingold & Co.
Can. Explosives pf.	145	Williamson & Squire	150	Williamson & Squire
Celluloid	61	M. Lachenbruch & Co.	64	M. Lachenbruch & Co.
Central Aguirre Sugar	33	Holmes, Bulik & W.	33	Holmes, Bulik & W.
Carbon Steel	84	J. U. Kirk & Co.	90	J. U. Kirk & Co.
Do 1st pf.	90	J. Nickerson, Jr.	96	J. Nickerson, Jr.
Do 2d pf.	74%		79	
Central Coal & Coke	14%		15	M. Lachenbruch & Co.
Do pf.			15	J. Nickerson Jr.
Central Sugar	14%		3	W. C. Orton & Co.
Do pf.			3	W. C. Orton & Co.
Chicago, Terre Haute & S. E.	114	Steinberg & Co., St. L.	79	Williamson & Squire
Chicago Ry. Equipment	76	Williamson & Squire	91	Pynchon & Co.
Childs	32	T. H. Keyes & Co.	32	T. H. Keyes & Co.
Do pf.	4%	Hallowell & Henry	5%	Hallowell & Henry
Cincinnati Coal	38	J. U. Kirk & Co.	41	J. U. Kirk & Co.
City and Suburban Homes	16	McDonnell & Co.	18	McDonnell & Co.
Cliff's Arms	78%	Steinberg & Co., St. L.	83%	Steinberg & Co., St. L.
Commonwealth Edison rights	92	Pynchon & Co.	96	Pynchon & Co.
Columbia Sugar	20	M. Lachenbruch & Co.	30	M. Lachenbruch & Co.
Corcoran Victor	90	J. U. Kirk & Co.	95	J. U. Kirk & Co.
Consolidated Coal	32	W. C. Orton & Co.	62	W. C. Orton & Co.
Cont. Motors pf.	90	J. & J. Frank, Cin.	97	J. & J. Frank, Cin.
Curtiss Aero pf.	188	W. C. Orton & Co.	175	Williamson & Squire
Crocker-Wheeler	76%	Brooks & Co., Scranton	200	
Do pf.			25%	Brooks & Co., Scranton
Davis Coal & Coke	24	Kohler, Bremer & Co.	1%	Kohler, Bremer & Co.
Dalton Adding Machine	10		25	
D. L. & W. Coal	30	A. F. Ingold & Co.	30	A. F. Ingold & Co.
Du Pont Powder	525	A. F. Ingold & Co.	525	A. F. Ingold & Co.
Do pf.			58	Glidden, Davidge & Co.
East Bear Ridge Colliery Co.	80	Glidden, Davidge & Co.	78	Pynchon & Co.
East Coast Fish	43	Glidden, Davidge & Co.	50	Glidden, Davidge & Co.
Do Voting tr. cts.	84		88	
East Coast Fish Products pf.	20%	M. Lachenbruch & Co.	3%	M. Lachenbruch & Co.
Eastman Kodak	2	Kohler, Bremer & Co.	1%	Kohler, Bremer & Co.
Eastern Steel	30		2	
Do pf.	80	Pynchon & Co.	83	Pynchon & Co.
Elasmagne Magneto pf.	78	T. H. Keyes & Co.	105	T. H. Keyes & Co.
Empire Steel & Iron	56%	Steinberg & Co., St. L.	60	Steinberg & Co., St. L.
Do pf.	100	J. Nickerson, Jr.	102%	J. Nickerson, Jr.
Fall Motors	82%	R. S. Dodge & Co.	2%	R. S. Dodge & Co.
Do pf.	1%	Kohler, Bremer & Co.	1%	Kohler, Bremer & Co.
Federal Adding Machine	42	Webb & Co.	100	
Do pf.	65	Hallowell & Henry	73	Hallowell & Henry
Firestone Tire 7% pf.	134	A. & J. Frank, Cin.	200	A. & J. Frank, Cin.
Flint Rubber pf.	180		85	J. Nickerson, Jr.
Firestone Tire & Rubber	38	J. Nickerson, Jr.	43	J. Nickerson, Jr.
Fulton Iron				
Do pf.				
Gen. Amer. Tank Car 1st pf.				
General Electric rights				
General Oil				
General Baking				
Gamewell Fire Alarm Telegraph				
Gillette Safety Razor				
Globe Wernicke				
Do pf.				
Goodyear Tire & Rubber				

INDUSTRIAL AND MISCELLANEOUS—Continued

	-Bid for-		-Offered-	
	At	By	At	By
Goodyear Tire & Rubber pf.	68	Pynchon & Co.	71	T. H. Keyes & Co.
Godchaux Sugar	36	P. W. Chapman & Co.	39	P. W. Chapman & Co.
Do pf.	86		88	
Great Western Sugar pf.	108	Pynchon & Co.	111	Pynchon & Co.
Griffin Wheel pf.	78			
Hale & Kilburn pf.	25	J. M. Leopold & Co.	30	J. M. Leopold & Co.
Hercules Powder.	180	Williamson & Squire.	200	Williamson & Squire.
Do pf.	90%		92%	
Herschell-Spill	30	M. Lachenbruch & Co.	40	M. Lachenbruch & Co.
Do pf.	30		40	
Hocking Valley Products.	6%	Glidden, Davidge & Co.	8	Glidden, Davidge & Co.
Holly Sugar	38	M. Lachenbruch & Co.	41	M. Lachenbruch & Co.
Do pf.	88		91	
Hydraulic Steel pf.	77	Pynchon & Co.	82	Pynchon & Co.
Hupp Motors pf.	95		100	
Ingersoll-Rand	167	Hallowell & Henry.	175	Hallowell & Henry.
Do pf.	95		95	
International Pulp	1	"	3	"
Do pf.	60	"	70	"
Intereducational Pub.	9	Brooks & Co., Scranton.	2%	Brooks & Co., Scranton.
Do pf.	9		10	
International Textbook	70%		72	"
Inter. Shoe	150	Steinberg & Co., St. Louis.	160	Steinberg & Co., St. L.
Do pf.	103		105	
Kirby Lumber	37	Webb & Co.	39	Webb & Co.
Do pf.	100		103	W. C. Orton & Co.
Lackawanna P. Co. (N. J.)	180	Williamson & Squire.	188	Williamson & Squire.
Libbey Oven Sheet G.	103	A. & J. Frank, Cin.	106	A. & J. Frank, Cin.
Do pf.	103	Pynchon & Co.	106	Pynchon & Co.
Lima Locomotive pf.	83		88	
Lone Star	28	T. H. Keyes & Co.	31	T. H. Keyes & Co.
Lehigh Valley Coal	78	W. C. Orton & Co.	81	W. C. Orton & Co.
Metropolitan Cred.	80	Kohler, Bremer & Co.	80	Kohler, Bremer & Co.
Metropolitan Stores.	35		40	
Do pf.	65		70	
Michigan Sugar.	10	M. Lachenbruch & Co.	11	M. Lachenbruch & Co.
Motor Products	45	Brooks & Co., Scranton.	50	M. Lachenbruch & Co.
National Candy	91	M. Lachenbruch & Co.	93%	M. Lachenbruch & Co.
Do 1st pf.	102%	Steinberg & Co., St. Louis.	104%	Steinberg & Co., St. L.
Do 2d pf.	91		94	
New Jersey Zinc	155	Williamson & Squire.	157	Williamson & Squire.
New Mexico & Arizona Land	1	W. C. Orton & Co.	1%	W. C. Orton & Co.
N. Y. & Honduras Rosario.	10%	J. M. Leopold & Co.	11%	J. M. Leopold & Co.
Niles-Bement-Pond	83	J. U. Kirk & Co.	85	R. S. Dodge & Co.
Packard Motor pf.	79	Pynchon & Co.	81	Pynchon & Co.
Paragon Ref.	27%	A. & J. Frank, Cin.	28	A. & J. Frank, Cin.
Penn. Coal & Coke	40	Brooks & Co., Scranton.	40	
Phelps Dodge	150	T. H. Keyes & Co.	175	T. H. Keyes & Co.
Procter & Gamble.	104%	A. & J. Frank, Cin.	105%	A. & J. Frank, Cin.
Do pf.	96		97	
Puerto Rican Am. Tob.	95	McDonnell & Co.	100	McDonnell & Co.
Premier Motor	75		7	A. & J. Frank, Cin.
Republic Motor Truck pf.	75	Pynchon & Co.	81	Pynchon & Co.
Rice-Stix Dry Goods.	325	Stix & Co., St. Louis.	350	Steinberg & Co., St. L.
Do 1st pf.	155		105	
Do 2d pf.	25	Steinberg & Co., St. Louis.	26	Stix & Co., St. L.
Royal Typewriter	60	A. F. Ingold & Co.	35	A. F. Ingold & Co.
Do pf.	60		70	
Royal Baking Powder.	105	A. R. Clark & Co.	112	A. R. Clark & Co.
Do pf.	36		36	
St. Louis, Rocky Mtn. & Pac.	38	Steinberg & Co., St. Louis	38	Steinberg & Co., St. L.
Safety Car Heating & Lighting	65	Williamson & Squire.	66	Williamson & Squire.
Santa Cecilia Sugar pf.	40		70	M. Lachenbruch & Co.
Savannah Sugar	65	Pynchon & Co.	70	
Do pf.	510	J. U. Kirk & Co.	340	J. U. Kirk & Co.
Scoville Mfg.	82	Pynchon & Co.	86	Pynchon & Co.
Steel & T.	148	Hallowell & Henry.	153	Hallowell & Henry.
Singer Manufacturing	1/2	Kohler, Bremer & Co.	1/2	Kohler, Bremer & Co.
Stanwood Rubber	1/2	Hallowell & Henry.	2	Hallowell & Henry.
Telanograph Corp	5	Kohler, Bremer & Co.	8	Kohler, Bremer & Co.
Templar Motors	90	McDonnell & Co.	93	McDonnell & Co.
Textile Products Mfg. Co. scrip	100	Stix & Co., St. Louis.	103	Stix & Co., St. L.
Thompson (J. R.) pf.	100	Pynchon & Co.	115	Pynchon & Co.
Union Ferry	40	Williamson & Squire.	45	Williamson & Squire.
U. S. Mortgage Units.	206	Kohler, Bremer & Co.	222	Kohler, Bremer & Co.
U. S. Naval Cap. Seal	1/4		290	A. & J. Frank, Cin.
U. S. Playing Card.	290	A. & J. Frank, Cin.	290	A. & J. Frank, Cin.
U. S. Printing & Lithographing.	37		42	
Do 1st pf.	89		92	
Do 2d pf.	56%		58	
Do pf.	160	J. Nickerson Jr.	88	J. Nickerson Jr.
Union Tool	82%		10	J. M. Leopold & Co.
Vandalia Coal pf.	8	J. M. Leopold & Co.	10	J. M. Leopold & Co.
Van Ralite pf.	55	Pynchon & Co.	65	Pynchon & Co.
Ward Baking	62	Webb & Co.	98	J. U. Kirk & Co.
Do pf.	97		78	Steinberg & Co., St. L.
Wagner Electric	56	J. U. Kirk & Co.	60	W. C. Orton & Co.
West. Maryland 1st pf.	56		56	
Wheeling & Lake Erie pf.	45		55	
Wayne Coal.	3	J. M. Leopold & Co.	3%	J. M. Leopold & Co.
Willcox Oil & Gas	5%	Kohler, Bremer & Co.	6%	Kohler, Bremer & Co.
White Rock Water	30		3	J. M. Leopold & Co.
Willis 8% pf.	30	R. S. Dodge & Co.	34	R. S. Dodge & Co.
Winchester			340	J. U. Kirk & Co.
Do 1st pf.			58	
Do 2d pf.			59	
Wire Wheel of America pf.	48	Pynchon & Co.	54	Pynchon & Co.
Woodward Iron	48	J. U. Kirk & Co.	51	J. U. Kirk & Co.

Dividends Declared and Awaiting Payment

Company	Rate	Pay-able	Books Close
Ala. Gt. South	3%	Dec. 20	Nov. 30
Do pf.	3%	Feb. 18	Jan. 30
A. T. & S. F.	1%	Dec. 1	Oct. 29
Can. Pacific	2%	Dec. 31	Dec. 1
Chester Hill	1%	Dec. 4	Nov. 20
Ches. & Ohio	2%	Dec. 31	Dec. 3
Ch. & Pitts. gtd.	1%	Dec. 1	Nov. 10
Do sp. gtd.	1%	Dec. 1	Nov. 10
Chl. & N. W.	2%	Jan. 15	Dec. 15
Do pf.	3%	Jan. 15	Dec. 15
Cr. Creek C. pf.	1%	Dec. 1	Nov. 15
Del. & Hudson	2%	Dec. 20	Nov. 27
F. J. & G. pf.	1%	Dec. 15	Dec. 15
Fl. North Ore.	4%	Dec. 15	Nov. 27
Hocking Valley	2%	Dec. 31	Dec. 10
Ill. Central	1%	Dec. 1	Nov. 20
I. O. T. & M.	1%	Dec. 1	Nov. 20
Nor. & West.	1%	Dec. 18	Nov. 30
N. Y. P. & Norf.	3%	Nov. 30	Nov. 15
North Penn.	4%	Nov. 25	Nov. 12
Pennsylvania	7%	Nov. 30	Nov. 1
P. & W. Va.	1%	Dec. 31	Nov. 30
Phila. C. & N.	1%	Dec. 4	Nov. 20
P. B. & L. E. pf.	1.50	Dec. 1	Nov. 15
P. Y. & A. pf.	1%	Dec. 1	Nov. 20
Reading	50c	Dec. 9	Nov. 23
So. Pacific	1%	Jan. 3	Nov. 30
Union Pacific	2%	Jan. 3	Dec. 1

Company	Rate	Pay-able	Books Close
Am. Radiator	31	Dec. 31	Dec. 15
Am. Roll. Mill.	5	Stk Feb. 1	Dec. 31
Am. Stores	1%	Q Jan. 1	Dec. 21
Do 1st & 2d pf.	1%	Q Jan. 1	Dec. 21
Am. Sugar com.	1%	Q Jan. 3	Dec. 1
& pf.	1%	Q Jan. 3	Dec. 1
Am. Sm. & Ref.	1%	Q Dec. 15	Nov. 29
Do pf.	1%	Q Dec. 1	Nov. 12
Am. T. & C. Cable	1%	Q Dec. 1	Nov. 22
Am. Tel. & Tel.	2%	Q Jan. 15	Dec. 20
Am. Thr'd pf.	12%	Q Jan. 1	Nov. 14
Am. Tobacco	13%	Q Dec. 1	Nov. 13
Do Class B.	13%	Q Dec. 1	Nov. 13
Anaconda Cop.	41	Q Nov. 22	Oct. 16
Art Metal Con.	1	Ex. Nov. 30	
Atlantic Ref.	3%	Q Dec. 15	Dec. 22
Atlas Powder	3%	Q Dec. 10	Nov. 30
Beth. Sul. com.	5	Stk Dec. 10	Nov. 30
& Class B.	1%	Q Jan. 3	Dec. 15
Do 7% pf.	1%	Q Jan. 3	Dec. 15
Do 8% pf.	2%	Q Jan. 3	Dec. 15
Blackstone Val.	2	Q Dec. 1	Dec. 15
G. & E.	1%	Q Jan. 1	Nov. 15
Do pf.	1%	Q Dec. 1	Nov. 15
Borden Co. pf.	1%	Q Dec. 15	Dec. 1
Brand-Hend.	1%	Q Dec. 1	Nov. 1
Brit. Col. Fish.	1%	Q Nov. 20	Nov. 10
B'klyn Edison	2	Q Dec. 1	Nov. 18
Buckeye P. L.	82	Q Dec. 15	Nov. 22
Caine B. Pap. pf.	34	Stk Dec. 15	Nov. 15
Caine B. Pap. pf.	34	Ex. Dec. 15	Nov. 13
Cal. Packing	12	Q Dec. 15	
Cambria Steel	75c	Q Dec. 15	Nov. 30
Cambria Steel	25c	Ex. Dec. 15	Nov. 30
Can. S.S. Lines	1%	Q Dec. 15	Dec. 1</

Oil Producers Seek "Square Deal" for Their Industry

Continued from Page 548

A world view of the oil supply was interestingly presented by George Otis Smith, Director of the United States Geological Survey, who said in part:

"The monthly consumption of crude petroleum in the United States and the exports of refinery products, taken together, exceed both the domestic production and the imports. This living beyond our means makes the question of our present oil supply not only a national but an international problem. And the outlook is not improving; indeed, never was the gap between consumption and production wider than it is now. In September of this year, as in August, the daily output of the United States oil wells was slightly over 1 1/4 million barrels, but the daily consumption rose to 1 3/4 million barrels. This daily deficit of three-eighths of a million barrels was met by imports from Mexico. Although reputed to be the nation richest in oil, the United States cannot stand alone.

LIVING BEYOND OUR MEANS

"Our present knowledge of the facts of world supply and demand is amply sufficient to warrant us in continuing to advocate the open-door policy. Much can be gained for all nations by pooling the world's resources of so essential a raw material as petroleum. With about 60 per cent. of the world's future supply concentrated in two regions while by far the greater part of the demand arises outside those oil-rich regions, there must be a world commerce in oil. The United States has given to all comers, whatever their nationality, opportunity to acquire oil lands within its territory, and the new leasing law puts no limit upon foreign participation in operating the public oil lands unless there is an absence of reciprocal treatment. Of course, any nation realizes that the adoption of the open-door policy need not involve throwing away the key.

"There is urgent need of pioneering the world for oil to meet the needs of this generation, but there is no warrant for regarding this advance into new fields as beginning a contest whose aim is world conquest. The present need of the United States for oil from abroad can be met only by world-wide exploration, development and operation by American companies backed up by our Government; and we should expect other nations that are embarrassed by a similar or even greater discrepancy between consumption and production to adopt the same policy.

"The natural trend of a far-flung search for oil must be toward the frontier countries of the world, which have not yet been able to develop their own resources; and this introduces new international relationships. A letter of the Secretary of the Interior addressed last June to a Senate Committee was to the effect that in any legislation intended to strengthen the position of American oil companies in foreign exploration there should be full recognition of natural rights, and no language should be used that could be misunderstood and made the occasion of any anti-American feeling. 'Our Government,' said Secretary Payne, 'would surely recognize the preferential right of another nation to the products of its own territory in time of need and under conditions of equitable compensation to our nationals, whatever their possessory rights.'

"However great our exigencies, then, we may set down this principle: The rights of the company that discovers and develops a foreign oil supply are subject to national rights and even a mandatory is created to develop the weaker nation, not to exploit it.

"Plainly, the common interest in a limited resource is not served simply by regulation of price. It is of greater consequence to the public, either the people of a single nation or humanity as a whole, that the best use rather than the freest use be made of an invaluable resource. The danger that lies in cheapness is the wastefulness of today that will lead to the consequent scarcity and corresponding high prices of tomorrow."

GROWTH OF THE INDUSTRY

"In order to get the proper perspective on the growth of the oil industry in the United States let us turn back twenty-five years," said R. D. Benson, President of the Tide Water Oil Company, discussing present-day production:

"In 1895 production came largely from Pennsylvania and New York and amounted, all told, to 30,959,000 barrels. There were 7,138 wells completed and the price of Pennsylvania crude (then the base) ranged from 95 cents in January up to \$2.60 in April, and back to \$1.50 at the close of the year. Wells completed in 1919, twenty-four years later, number 29,072 and the price of Oklahoma crude (now the base) ranged from \$2.25 in January to \$2.75 in December. In the first ten months

of this year 29,912 wells have been completed, and the year will probably show approximately 36,000 wells.

"The present price of crude, however, is not to be taken as signifying that the producer is making any large profits in his search for new fields. Twenty-five years ago the cost of drilling a well in the producing areas of the time averaged around \$2,000. Times have changed! One of the veteran producers has said:

A stratum of sandstone, known as the Bartlesville sand, is the principal producing formation of the Oklahoma oil fields. Oil was first discovered in commercial quantities on what is known as the "Big Lease," about three miles west of Chelsea, Okla., about 1895. This sand on the creek bottoms in that locality was found at a depth of about 300 feet; since then this sand has been traced as it dips into the earth, first north, then west and finally southwest, until we find it at points north of the town of Cushing and near Quay, Okla., and approximately 100 miles from its point of discovery, at a depth now of 3,400 feet.

It took about 200 feet of casing to drill a well where the sand was first discovered; the cost of drilling was about 50 cents per foot, and a completed well ready for pumping cost less than \$1,000. North of Cushing we are now drilling wells which require approximately 10,000 feet of casing, cost \$6.50 per foot to drill, and a complete well there costs about \$60,000. In the early days of Oklahoma we used to worry about whether we would ever get our money back when we drilled a well that cost over \$5,000. Now when they cost less than \$25,000 or \$30,000 we feel we are getting off easily.

"The back log of present-day production is the 200,000 or more small wells which have been drilled during the last fifty years, which are still producing, some in such infinitesimal quantities that it hardly seems possible that they could be kept in operation at a profit.

NEW PRODUCTION

"In spite of the vast production which is still coming from old wells, current production could not be maintained, much less increased, without a great deal of new production being added each year. The American Petroleum Institute's statistical department has furnished me figures obtained from about twenty large producing companies, showing that their production for 1919 aggregated 172,000,000 barrels, of which 45,000,000, or 26 per cent., came from wells completed in that year. It, therefore, seems probable that, with present production running in the neighborhood of 475,000,000 per annum, not less than 100,000,000 is coming from wells less than a year old.

"I have not so far said anything about a very important feature of present-day oil production, and that is the enormous quantity coming from Mexico, and I shall now touch on this topic but lightly. Mexican imports into the United States have increased from an average daily rate of 203,000 barrels in January of this year to 388,000 barrels in September.

"In the first seven months of 1920 the imports from Mexico were 68,148,000 barrels, against 27,550,000 barrels in the corresponding period of last year, and present shipments are limited only by the capacity of tankers available to carry the oil away.

"Looming on the horizon today, as was Oklahoma fifteen years ago, are the new fields of Wyoming and Montana. Many producers believe that we have in these two States a producing area equal in wealth to that of the midcontinent fields.

FOR FUTURE USE

"Two dim stars are just rising into view—one in Colombia, 400 miles up the Magdalena River, where high-grade petroleum has been found in quantities sufficient apparently to warrant earnest consideration; the other, a large well reported as drilled by the Imperial Oil Company 1,000 miles north of Edmonton in the Province of Saskatchewan, quite within the Arctic Circle. If a considerable production is developed in this northern territory it is difficult to foretell how it can ever be made available for the use of mankind for the next generation or so, anyway.

"The situation in Colombia is not so difficult, though it is difficult enough to stagger any but the most sanguine and wealthy producers. Like the field in the Arctic regions, this oil can only be considered as reserve storage for the demands of the future."

The constantly growing requirements of our merchant marine for fuel and lubricants were de-

scribed by Admiral W. S. Benson, Chairman of the United States Shipping Board, who said in part:

"For the year 1919 our requirements of fuel oil amounted to approximately 18,000,000 barrels, for the year 1920, 30,000,000 barrels, and for the year 1921 we estimate our requirements will amount to approximately 40,000,000 barrels. Our first fuel oil contracts were made to cover the period from April, 1919, to April, 1920, and amounted to 12,000,000 barrels. The contracts covered the principal Gulf and North Atlantic ports and ranged in price from 74 cents to \$1.15 per barrel. The balance of our requirements were purchased in the open market at from 75 to 100 per cent. in excess of the contract prices.

"During the early months of 1920 our fuel oil contractors experienced great difficulty in supplying the contract quantities of fuel oil which was also very scarce in the open market, our contractors reporting that this was due to unsettled political conditions in Mexico and shortage of tank steamers. In the face of these conditions our failure to receive acceptable bids in February, 1920, was to be expected. However, we succeeded during March, 1920, in contracting for our requirements of fuel oil at the principal North Atlantic and Gulf Coast ports for a six months' period at prices ranging from \$1.34 per barrel to \$2.07 per barrel, an increase of over 100 per cent. as compared with our 1919 contracts.

"We have recently contracted to purchase over 30,000,000 barrels of fuel oil during the period October, 1920, to October, 1921; on the Atlantic and Gulf Coast, at prices ranging from \$1.50 to \$2.30 per barrel. We have never been successful in our efforts to contract for our fuel oil requirements on the Pacific Coast, but, by virtue of our agreement to purchase from the United States Department of the Interior all of the Government's royalty crude oil in the States of Wyoming and California, we have been enabled to secure our requirements of fuel oil on the Pacific Coast since June, 1920, in exchange for the royalty oil from the Salt Creek, Wyoming, fields. It is the board's intention to conclude similar arrangements with respect to the royalty oil in the State of California. With reference to our fuel oil requirements in the Pacific, you may be interested to know that of the 140 Shipping Board vessels operating from the Pacific Coast ports only one burns coal as fuel."

UNRELENTING COMPETITION

Describing the foreign bunker stations established by the Shipping Board in pursuance of its policy of creating fuel oil bunker stations at strategic ports on established trade routes, the Admiral said:

"In October, 1919, we completed our first foreign bunker station on Hassel Island, St. Thomas, V. I. This station has a storage capacity of 110,000 barrels, and will shortly be increased to 220,000 barrels. The board has also constructed fuel oil stations at Honolulu, which has a storage capacity of 110,000 barrels, and at Manila, which has a storage capacity of 165,000 barrels, and has also provided floating storage at Ponta Delgada, Azores, for 22,000 barrels of fuel oil. In addition to these stations we have contracted with various oil companies to receive, store and redeliver fuel oil for our account at Shanghai, Iquique, Rio de Janeiro, Bizerta, Brest, Genoa, Savona and Hamburg. These stations are supplied with fuel oil purchased under our contracts, and transported in Shipping Board tank steamers, and their creation has enabled the board to supply 75 per cent. of its foreign fuel oil requirements at a saving of millions of dollars per annum. The establishment of these stations has in each instance had the effect of reducing the price of fuel oil on the open market to a marked degree, thereby benefiting shipping in general.

"In conclusion, may I impress upon you with all the earnestness at my command that we are now facing the most unrelenting and stifling competition of nations trained in all the fine points of ship operation. One of our greatest advantages lies in the fact that about 75 per cent. of our entire fleet burns oil for fuel, as compared with about 15 per cent. of all foreign shipping. This advantage cannot be realized to the fullest extent unless the Shipping Board and the American Merchant Marine as a whole can be assured of an adequate supply of fuel oil not only now, but, of more importance, in the future as well, at reasonable prices. To this end I have no hesitancy in appealing for a continuance of that support which the American petroleum industry has so patriotically tendered in the past."

The Motor Tire Industry Is Entering a New Business Era

Improvement of Roads and Riding Qualities of Cars, Coupled With Introduction of Cord Tires and Improved Manufacturing Methods Have Reduced the Yearly Demand From Five to Three Shoes Per Car—Quality Assumes New Importance and Mileage Guarantees May be Dropped

By H. A. HARING

THE slowing down of the rubber industry during the last few months has enabled the manufacturers, in common with other industries, to subject their businesses to an examination far more exhaustive than has been possible for five or six years. As a result several unexpected factors whose importance had not been generally recognized have been revealed. Articles of rubber manufacture number close to four hundred, but the tremendous demand for tires has been so spectacular as to dwarf all other rubber products in the public eye, and sometimes even in the minds of the rubber companies' executives. The ever-increasing and apparently insatiable demand during the last twelve or fifteen years has made a ready market for every tire produced, good, bad and indifferent. All the advertising of the best makes, all the guarantees of established and reputable names could not prevent the purchase of unknown makes of equally unknown quality. The demand swallowed everything by the name of tire.

Quality, for the time, was a forgotten requisite, and the earlier pneumatics were so uncertain that there grew up in the trade a custom of allowances. These allowances were supposed to cover the manufacturing defects. This principle exists in other manufacturing to some extent, but in no other American industry has it ever reached the proportions that it has in the tire industry. During the palmy days, now just passed, the volume of allowances was somewhat held in control by the tire famine, but in the last six months defective tires, as a basis for allowances, have risen up from everywhere to overwhelm the makers.

The smaller companies are too weak to make the expected allowances or refunds. The purchaser in these cases, or more often the dealer, is forced to suffer the loss. With those companies who can or who will face the customary adjustment the results have been serious. Several companies, ordinarily classed among the firmly established ones, may see their year's profits wiped out or seriously depleted from this one cause.

The poor tires, however, have not all borne unknown names. Several of the older and well-known companies have now learned the fallacy of heeding the cry for quantity only, and out of this condition one of two things will emerge, either of which will mark a new era in tire merchandising.

The companies whose quality is so good that they dare do so may issue with each tire an unconditional guarantee of a certain mileage, be it for three or for ten thousand miles. This would be accompanied by an established refund or allowance

basis following the short rate basis of refunding insurance premiums. The inherent weakness of this scheme lies in the difficulties of establishing to the satisfaction of both parties the used mileage. But, despite this risk, the plan is strongly urged by some who inject into the scheme a second purpose. They hope thus to establish with the public a classification of tiremakers either as known and dependable or as unknown and unreliable. They expect by this device to hasten the survival of the fittest by bringing disaster to the unfit.

If the guarantee plan is not adopted as a solution of the quality situation, there exists a strong sentiment in favor of the opposite extreme. That would be to withdraw all guarantees, advertising that the allowance system is a thing of the past. Advocates of this method have as their principal argument the fact that tires are beyond the experimental stage, that good tires are no more defective or imperfect than any other manufactured article, that other manufacturers are not obliged to sell with a money-back policy and that, finally, the whole allowance system, as now developed, is wrong. They, too, urge that when the allowance idea is eliminated the buyer will quickly determine for himself which tire is dependable. The inferior makes will thus automatically be relegated into the same category as seconds or remakes.

Of these two possible solutions of the quality question the latter is the more likely to prevail, but in rubber circles the subject is still far from determined. This much is, however, a certainty as it never was before:

Tiremakers know today that quality counts.

A second factor in the business on which the leaders now agree is that the cord tire is replacing the fabric. At first introduced only in the larger sizes, so successfully has the cord tire proved that even with its higher price its popularity is growing. Its manufacturing requirements, however, are difficult to meet, and the small factories will face this as a new difficulty in their path.

A third important factor in the business is the repair shops. Every town, and many a village, throughout the entire land now has its tire repair shop. As a result of these numberless establishments, the damaged tire, which three or four years ago would have lodged in the scrap heap, or have been sold for junk, today reappears fit for service after being vulcanized or steam patched, or retreaded.

It is a growing belief that the total retreads approaches, if it does not equal, the number of new tires produced by the smaller factories. Although the number of repaired tires is now known to be immense, the growth of the repair business and

its relation to the demand for new tires had not attracted the attention of tiremakers until this year.

It is probably within the truth to state that every tiremaker misgauged the market a year ago. Their surveys of the field revealed no cessation of the demand. Automobiles and trucks were steadily increasing in number, and, what was even of greater importance, all were operating more months and more days of the year. The rule was: Multiply the number of cars by five and the result would give the country's requirements of new tires.

And yet, the first four or five months of 1920 brought a state of tire saturation. Akron's rubber factories shut down and the executives were blamed for failure to acquire accurate market information. Then began a resurvey of the field, and when the answer came back a large contributing cause to the lessening of demand was ascribed to repaired and retreaded tires, both tubes and casings.

The fourth newly recognized factor in the business was not unexpected in the inner circles. It is covered in the statement that tire manufacture has been so much perfected that tires wear longer; that is, they yield more mileage. Improved automobile design and better roads also contribute to this end. But no great surprise to the industry lay in this information, because the rubber makers have themselves conducted extensive tests and have always had complete reports on this phase of their business.

It is interesting to note that despite the greater use of automobiles, both in days of operation per year and in miles run per year, the demand for new tires per car per year has dropped from five to three. The principal reasons have been found to lie in better manufacture of new tires and in reconditioning of old tires.

A fifth new factor which the tire manufacturers face in the future is a sort of riddle, to which no one has the answer, although rubber circles are filled with guesses. This puzzle arises in foreign competition which for the first time is about to enter this country. For two years this has been known. But so long as every company had abundant orders the new competition had little significance. Now, however, with conditions reversed, all are wondering what will be the result.

At the present moment the outstanding features of importance with the newcomer are, first, that financial backing is ample; and, secondly, that new merchandising methods are understood to be in prospect. The new company has created a complete factory able from the beginning to turn out a large production of tires comparable to the output of our largest concerns. The new competitor is, therefore, at present a mystery factor in the industry.

Bonds

Continued from Page 652

to 85.96, and then dropped to 85.72. Victory 3½s and 4½s lost ground the first of the week, but showed substantial improvement later. The 3½s early sold off from 95.96 to 95.62, but toward the end of the week advanced to around 96.10, later selling off to 95.94, and the 4½s, which on Monday reached 96.04, later dropped to 95.70, and then moved up to around 96.08, closing the week at around 95.94. Fluctuations in the tax exempt 3½s were very irregular, being between 92.64 and 93.22.

Railroad Bonds Quiet and Irregular—The rail list as a whole last week was more or less quiet, with the course of prices very irregular. There were intermittent rallies, but these were usually followed by declines. For example, Atchison, Topeka & Santa Fé general 4s started the week around 76½, quickly declined to 75½, later climbed to 76½, then moved along irregularly between 76 and 76½, finishing the week around the former quotation. The Baltimore & Ohio issues also fluctuated throughout the week in about the same manner, particularly the convertible 4½s, which early sold up to 71, dropped to 70½, advanced again to 71, later declined to around 70, and then closed the week at about 70½. The 6s of the same company managed to reach 92, but later fell off almost two points to 90½. The Chesapeake & Ohio convertible 5s and the Southern Pacific convertible 5s, both of which featured the rail department during the last two weeks, were rather quiet. The former on Monday opened at 84½, on Tuesday reached 85½, later lost over three points to 82½, recovered to 84½, and then fell off fractionally to 83½. The latter issue started the week around 108½, advanced the following day to 111½, dropped to 108½, later moved up to around 111, then took another tumble to 109½. Chicago, Rock Island & Pacific refunding 4s were in good demand, but like the majority of the active issues of this group also followed a very irregular course. The bonds at the

beginning of the week sold down from 67½ to 66½, later advanced to 67½, declined to 66½, moved up to 67, then fell off fractionally to around 66½. Price fluctuations in some of the usually speculative issues were as follows: St. Louis & San Francisco income 6s between 47½ and 50½, the adjustment 6s between 62½ and 65 and the prior lien 4s (Series "A") between 60 and 61; Missouri Pacific general 4s between 54 and 55½; New York Central debenture 6s between 90½ and 91½ and the debenture 7s between 101½ and 102½; Pennsylvania general 4½s between 79½ and 81½; Reading general 4s between 84 and 85; Seaboard Air Line adjustment 5s between 37 and 39½; Southern Railway 4s between 60 and 60½, and the Union Pacific first 4s between 80 and 81.

Tractions Fairly Active—The traction group generally was devoid of any special interest, and prices for the most part were headed downward. Interborough Rapid Transit first and refunding 5s were again the leaders as regards activity, but trading in this issue was far below that of the preceding week. These bonds early sold off to 52½, later advanced to 53½, then took a drop on Friday to around 51½. Interborough-Metropolitan 4½s the first part of the week moved up from 18½ to 19½, declined to 19, later got up to 20½, finally finishing the week at about 19. The Hudson & Manhattan issues, the first and refunding 5s (Series "A") and adjustment income 5s, fluctuated between 60 and 61 and 21½ and 22½, respectively, while the Third Avenue adjustment 5s, which were unusually quiet, were traded in at prices ranging between 28½ and 31¼.

Industrials Decline—Taking into consideration the severe decline in industrial stocks during the last week or so, the bonds last week, did fairly well. Good-sized losses, of course, were recorded in some of the issues, but this was chiefly among those where the heaviest selling was directed during the progress of liquidation in stocks. American Cotton Oil 5s dropped a point during the week to 76 and the American Smelting and Refining first 5s on Monday advanced from 75½ to 76½, later

sold off to 75 and then improved a small fraction to 75½. Another such instance was the weakness displayed in the International Mercantile Marine 6s, which on Monday sold off 80½, later fell off to 79½, moved up to 80½, finally finishing the week at around 79½. Bell Telephone of Pennsylvania 7s were active most of the week with irregular fluctuations between 101 and 101½, also the Consolidated Gas convertible 7s, which fluctuated between 100 and 100½. Cuban Cane Sugar convertible 7s fluctuated between 85½ and 87½; Chile Copper 6s between 69 and 70½ and the 7s between 91 and 94; General Electric debenture 6s between 97½ and 98½; Midvale Steel collateral trust 5s between 74½ and 76½; New York Telephone 4½s between 75½ and 77½; United States Rubber 7½s between 97½ and 98½, and the first and refunding 5s between 75½ and 77; United States Steel sinking fund 5s between 91 and 93½ and the Westinghouse Electric Manufacturing Company 7s "when issued" between 94½ and 95½.

Foreign Bonds Only Moderately Active—With the exception of the French Government 8s, which fluctuated between 100 and 100½, the majority of the foreign obligations last week were only moderately active. The Belgian Government 8s were only active at times, with prices very irregular at around 97 and 98½, and also the Government of Switzerland 8s at prices ranging between 101 and 102½. The City of Zurich, Switzerland 8s early declined fractionally to 98, moved up to 98½, later fell off to around 98½, advanced a small fraction to 98½ and then finished the week at around 97½. The other recent foreign issues also were very erratic, with the City of Berne, Switzerland, 8s fluctuating between 97½ and 98½, and the City of Christiania, Norway, between 98½ and 98½. The Mexican issues, which of late have been the really speculative feature of the foreign group, were rather quiet during the last week. On Monday the 5s opened at 45, quickly declined to around 44, then got up to around 45½, later falling off over four points to 41½ and finishing the week fractionally higher at around 42.

Dividends Declared and Awaiting Payment—Continued.

Company.	Rate.	Pay- able.	Books Close.	Company.	Rate.	Pay- able.	Books Close.	Company.	Rate.	Pay- able.	Books Close.	
Guffey-Gil O. pf. 1%	Q	Dec. 1	Nov. 20	Mont. Cotton. 1%	Q	Dec. 15	Nov. 30	San Joaquin L.	1%	Q	Dec. 15	Nov. 30
Harb.-W. R. pf. 1%	Q	Jan. 20	Jan. 10	Do pf. 1%	Q	Dec. 15	Nov. 30	& P. pf. 1%	Q	Dec. 15	Nov. 30	
Harb.-W. Ref. 1%	Q	Dec. 1	Nov. 20	Nat. Acme. 1%	Q	Dec. 31	Nov. 15	Do prior pf. 1%	Q	Dec. 15	Nov. 30	
Hart S. & M. 1	Q	Dec. 31	Dec. 20	Nat. A. & C. pf. 1%	Q	Dec. 31	Dec. 13	Seamans (R.E.) 1	Q	Nov. 30	Nov. 15	
Hart S. & M. pf. 1%	Q	Dec. 31	Dec. 20	Nat. Biscuit. 1%	Q	Jan. 15	Dec. 13	Do pf. 1%	Q	Nov. 30	Nov. 15	
Hartford Water. 1	Q	Dec. 26	Nov. 26	Do pf. 1%	Q	Nov. 30	Dec. 16	Sinclair C. O. pf. 1%	Q	Nov. 30	Nov. 15	
Hartman Corp. 1%	Q	Dec. 1	Nov. 15	Nat. C. & S. pf. 1%	Q	Dec. 1	Nov. 23	Sharp Mfg. 1	Q	Nov. 22	Oct. 30	
Heyw'd B. & W. 4	Ex	Dec. 1	Nov. 20	Nat. Lead pf. 1%	Q	Dec. 15	Nov. 19	Sloss-S. S. & 1	Q	Jan. 3	Dec. 18	
Heyw'd B. & W. 1%	Ex	Dec. 1	Nov. 20	Nat. Lead. 1%	Q	Dec. 31	Dec. 10	pf. 1%	Q	Jan. 3	Dec. 18	
Hood Rub. P. pf. 1%	Q	Dec. 31	Nov. 30	Nat. Lead. 1%	Q	Dec. 31	Dec. 10	Southern P. L. 4	Q	Dec. 1	Nov. 15	
Ill. Pipe Line. 10	Q	Dec. 31	Nov. 30	Nat. Sugar Ref. 2%	Q	Jan. 3	Dec. 9	S.W. P. & L. pf. 1%	Q	Dec. 1	Nov. 15	
Int. Cot. Mills. 1.50	Q	Dec. 1	Nov. 20	Nat. Surety. 3	Q	Jan. 3	Dec. 9	So. P. R. Sug. 3	Q	Dec. 31	Dec. 10	
Do pf. 1%	Q	Dec. 1	Nov. 20	Neb. Pwr. pf. 1%	Q	Dec. 1	Nov. 19	Do pf. 1%	Q	Dec. 31	Dec. 10	
Int. Harv. pf. 1%	Q	Dec. 1	Nov. 10	New Nig. Sug.	S	Dec. 1	Nov. 24	Solar Refining. 3	Ex	Dec. 20	Nov. 30	
Inter. I. & S. pf. 1%	Q	Dec. 1	Nov. 20	com. & pf. 3%	Acc	Dec. 1	Nov. 20	Solar Refining. 35	Ex	Dec. 20	Nov. 30	
Inland Steel. 7.00	Q	Dec. 1	Nov. 10	New River pf. 1%	Q	Dec. 24	Dec. 2	St. Oil. Neb. 10	Ex	Dec. 20	Nov. 30	
Jones, McDuffee	2	Q	Dec. 1	N. Y. A. Brake. 2%	Q	Dec. 24	Dec. 2	Spalding (A.G.)	Q	Dec. 1	Nov. 16	
& S. pf. 2%	Q	Dec. 1	Nov. 27	N. Y. Shipbldg. 1	Q	Dec. 20	Dec. 11	& Br. 1st pf. 1%	Q	Dec. 1	Nov. 16	
Do. Class A. 1	Ex	Dec. 1	Nov. 27	Niles-B. Pond. 2	Q	Dec. 20	Dec. 11	Stand. Milling. 2	Q	Nov. 30	Nov. 19	
L. of the W. M. 3	Q	Dec. 1	Nov. 20	Noble Oil & G. 4%	Q	Jan. 1	Dec. 15	Do pf. 1%	Q	Nov. 30	Nov. 19	
Do pf. 1%	Q	Dec. 1	Nov. 20	Do pf. 1%	Q	Jan. 1	Dec. 15	Stand. Oil. Cal. 2%	Q	Dec. 15	Nov. 15	
Langston Mono. 1%	Q	Dec. 1	Nov. 10	N. American. 1%	Q	Jan. 3	Dec. 15	Stand. Oil. Cal. 2%	Q	Dec. 15	Nov. 15	
Lee R. & Tire. 50c	Q	Dec. 1	Nov. 15	Nunnally Co. 1	Q	Dec. 31	Nov. 30	Do	Q	Dec. 15	Nov. 15	
Lehigh C. & N. 1%	Q	Nov. 30	Nov. 30	Ogill. F. M. pf. 1%	Q	Dec. 1	Nov. 22	Stand. Oil. Cal. 150 Stk	Q	Dec. 15	Nov. 15	
L. McN. & L. 50c	Q	Dec. 1	Nov. 10	Ohio Oil. 1.25	Ex	Dec. 31	Nov. 27	St. Oil. Kan. 3	Q	Dec. 15	Nov. 30	
Liberty Match. 3	Q	Dec. 15	Jan. 1	Ohio Oil. 1.25	Ex	Dec. 31	Nov. 27	St. Oil. Kan. 3	Q	Dec. 15	Nov. 30	
Lig. & M. Tob.	3	Q	Dec. 1	Pacific Mail. 50c	Ex	Dec. 15	Dec. 1	St. Oil. Ohio. pf. 1%	Q	Dec. 1	Oct. 29	
A. & B. 3	Q	Dec. 1	Nov. 15	Pacific Mail. 50c	Ex	Dec. 15	Dec. 1	St. Oil. Ind. 1.50	Q	Dec. 15	Nov. 15	
Lindsay Light. 2	Q	Dec. 31	Nov. 30	Patchogue-Plym.	2	Q	Dec. 1	St. Oil. Ind. 1.50	Q	Dec. 15	Nov. 15	
Do pf. 1%	Q	Dec. 31	Nov. 30	Mills pf. 50c	Q	Dec. 1	Nov. 19	St. Oil. Ind. 1.50	Q	Dec. 15	Nov. 15	
Ludlow M. As. 1.50	Q	Dec. 1	Nov. 1	Phila. Electric. 1%	Q	Dec. 15	Nov. 19	St. Oil. N. Y. 4	Q	Dec. 15	Nov. 26	
Ludlow M. As. 1.50	Q	Dec. 1	Nov. 1	Do pf. 1%	Q	Dec. 15	Nov. 19	Do pf. 1%	Q	Dec. 15	Nov. 26	
Mahoning Inv. 1.50	Q	Dec. 1	Nov. 24	Pocolet Mfg. 10	Q	Jan. 1	Dec. 10	St. Oil. Ohio. 3	Q	Jan. 1	Nov. 26	
Mahoning Inv. 1.50	Q	Dec. 1	Nov. 24	Do pf. 1%	Q	Jan. 1	Dec. 10	St. Oil. Ohio. 3	Q	Jan. 1	Nov. 26	
Manati Sugar. 2%	Q	Dec. 1	Nov. 16	Paige-Det. Mot. 1	M	Nov. 30	Oct. 31	St. Oil. Ohio. 3	Q	Jan. 1	Nov. 26	
Manhat. Shirt. 43%	Q	Dec. 1	Nov. 22	P. R. Am. Tob. 13	Q	Dec. 2	Nov. 15	St. Oil. Ohio. 3	Q	Jan. 1	Nov. 26	
Martin-Perry. 50c	Q	Dec. 1	Nov. 15	Do pf. 1%	Q	Nov. 30	Nov. 9	St. Oil. Ohio. 3	Q	Jan. 1	Nov. 26	
May Dept. Sts. 2	Q	Dec. 1	Nov. 15	Pr. Steel Bar. 2	Q	Dec. 2	Nov. 15	Stern Bros. pf. 1%	Q	Dec. 1	Nov. 15	
Do pf. 1%	Q	Jan. 3	Dec. 15	Pure Oil. 50c	Stk	Dec. 1	Nov. 15	Stern Bros. pf. 1%	Q	Dec. 1	Nov. 15	
Marconi L. & P.	1%	Q	Dec. 1	Quaker Oats. 3	Q	Jan. 15	Dec. 31	Studebaker com.	1	Q	Dec. 1	Nov. 15
com. & pf. 1%	Q	Dec. 1	Nov. 20	Do pf. 1%	Q	Feb. 28	Feb. 1	& pf. 1%	Q	Dec. 1	Nov. 10	
Mass. G. Cos. pf. 2	Q	Dec. 1	Nov. 20	Rainier M. pf. 2	Q	Dec. 1	Nov. 15	Texas Co. 75c	Q	Dec. 31	Dec. 10	
Mayer (Oscar)	& Co. 1st pf. 1%	Q	Dec. 1	Rem. Typewriter	1	Q	Jan. 2	Texas Co. 75c	Q	Dec. 31	Dec. 10	
Do 2d pf. 1%	Q	Dec. 1	Nov. 20	1st pf. 1%	Q	Jan. 2	Dec. 10	Tenn. E. E. pf. 1%	Q	Dec. 1	Nov. 10	
McCormack Stores. 1	Q	Dec. 1	Nov. 15	Do 2d pf. 1%	Q	Jan. 2	Dec. 10	Tono. Ext. Min. 5c	Q	Jan. 1	Dec. 18	
Merg. Linotype. 2%	Q	Dec. 31	Dec. 4	Rep. Iron & S. 1%	Q	Feb. 1	Jan. 15	Underwood Typ. 2%	Q	Jan. 1	Dec. 4	
Merrimack Mfg. 2	Q	Dec. 1	Oct. 26	Do pf. 1%	Q	Jan. 2	Dec. 15	Do pf. 1%	Q	Jan. 1	Dec. 4	
Miami Paper pf. 1%	Q	Dec. 1	Nov. 25	Rock K. Mills. 25c	Q	Jan. 21	Dec. 20	Un. Cigar S. pf. 1%	Q	Dec. 15	Nov. 30	
Mid. States Oil. 3	Q	Jan. 1	Dec. 10	Rockhill C. & I.	2	Q	Dec. 1	Torb. Axle pf. 1%	Q	Dec. 1	Nov. 20	
Mid. States Oil. 1	Ex	Jan. 1	Dec. 10	Salmon F. Mfg. 2%	Q	Dec. 1	Nov. 15	Trucon. Stk. pf. 1%	Q	Dec. 1	Nov. 20	
Moline Plow 1st	pf. 1%	Q	Dec. 1	St. Jos. Lead. 25c	Q	Dec. 20	Dec. 9	Un. B. & Paper. 2	Q	Dec. 4	Dec. 4	
Do 2d pf. 1%	Q	Dec. 1	Nov. 17	St. Jos. Lead. 25c	Ex	Dec. 20	Dec. 9	Un. Drug 2d pf. 1%	Q	Dec. 1	Nov. 15	
Do 2d pf. 1%	Q	Dec. 1	Nov. 17	St. Jos. Lead. 25c	Ex	Dec. 20	Dec. 9	United Fruit. 4	Q	Jan. 15	Dec. 20	

*Holders of record; books do not close.

1New common stock, amounting to 39,000 shares, to be distributed pro rata to holders of 98,000 shares of common stock now outstanding in proportion to the amount of common stock held by each.

*Holders of record; books do not close.
†New common stock, amounting to 30,000 shares, to be distributed pro rata to holders of 91,000 shares of common stock now outstanding in proportion to the amount of common stock held by each.

Transactions on Out-of-Town Markets

Boston

MINING

Sales	High	Low	Last	Net
350 Adventure...	40	50	45	-20
478 Ahmsek	20	43	45	-7
375 Allouez	20	18 1/4	19	-1
30 Algomar	25	25	25	-
190 Am. Zinc	1%	37 1/2	37 1/2	-
1,255 Anacosta	4 1/4	2 1/4	2 1/4	-
2,790 Arcadian Con.	3 1/2	2 1/4	2 1/4	-
1,055 Ariz. Com.	8	6 1/2	7	-1 1/4
12,870 Rig Heart	8	6 1/2	6 1/2	-1 1/4
729 Bingham	9 1/4	9 1/4	9 1/4	-
400 Butte & B.	5 1/4	4 1/4	4 1/4	-
3,190 Cal. & Ariz.	5 1/4	4 1/4	4 1/4	-7 1/4
305 Cal. & Hecla	25 1/2	24 1/2	24 1/2	-
8,717 Carson Hill.	15 1/2	12	12 1/2	+3 1/4
75 Centennial	1	8	8	-1
60 China	22 1/2	19 1/2	20	-3 1/4
3,290 Copper Range.	30	28	27	-3 1/4
515 Daly-West.	4 1/4	4 1/4	4 1/4	-
3,655 Davis-Daly.	6 1/4	5 1/4	5 1/4	-1 1/4
3,555 East Butte.	9 1/4	8 1/4	8 1/4	-1 1/4
350 Franklin	2 1/2	2 1/2	2 1/2	-
180 Greens-Car.	22	22	22	-
300 Hancock	3 1/4	3	3	-1/4
1,000 Helvetia	2 1/4	40	40	+15
50 Indians	35 1/2	34	34	-
1,632 Island Creek.	50	45	45	-5
13 Island Cr. pf.	75	75	75	+1
380 Isle Royale	21	18	18 1/4	-2 1/4
150 Keweenaw	1 1/4	1 1/4	1 1/4	-
450 Kerr Lake	4 1/4	4 1/4	4 1/4	-
230 Lake Copper.	2 1/4	2 1/4	2 1/4	-
40 La Salle	3	1 1/4	2 1/4	-
225 Lake Superior.	3 1/4	2 1/4	2 1/4	-
1,506 Mayflow-O.C.	4	3 1/4	3 1/4	-
1,247 Mohawk	51	43 1/4	43 1/4	-8 1/4
20 Nevada Con.	10 1/4	9 1/4	9 1/4	-
3,100 New Idria	10 1/4	9 1/4	9 1/4	-
3,290 New Cornelia	12 1/2	12 1/2	12 1/2	-4 1/4
617 New River pf.	90 1/4	88 1/4	89	-
942 Nipissing	8 1/4	8 1/4	8 1/4	-
1,640 North Butte.	11 1/2	10	10	-1 1/2
1,060 Old Con.	10 1/4	10	10	-
600 Onondaga	28	23	23 1/2	-4 1/4
50 Oldway	1 1/4	1 1/4	1 1/4	-
20 Pond Creek	16	16	16	-
560 Quibb	41 1/4	37	37	-4 1/4
10 Ray Con.	1 1/4	1 1/4	1 1/4	-
10 Shattuck	5	5	5	-
642 St. Mary's L.	33	29	29	-4
505 Seneca Con.	15 1/4	10 1/4	10 1/4	-5 1/4
120 Shannon	1 1/4	1	1	-
140 South Utah	6	6	6	-
185 Superior Cop.	4	2 1/4	4	-
2,852 Sup. & Bost.	2	2	2	-
100 Trinity	85	85	85	-15
1,550 Taconic	42	40	40	-2
300 U. S. Steel	75	75	75	-
894 U. S. Sm. pf.	44	41	42	-3 1/4
400 Utah Copper.	53 1/4	49 1/4	49 1/4	-4 1/4
2,805 Utah Apex	3	2 1/2	2 1/2	-1/2
3,725 Utah Metal	1 1/4	1 1/4	1 1/4	-
3,350 Utah Metal	1 1/4	1 1/4	1 1/4	-
100 White Pine	25	25	25	-
350 Wisconsin	50	40	40	-10
115 Wolverine	10 1/4	10	10	-1/4
100 Wyandotte	25	25	25	-

RAILROADS

250 Bost. & Alb. 129	127	127	-2 1/4
1,424 Bost. El. 64	60 1/4	61	-3 1/4
55 Bost. El. pf. 86 1/4	84	84	-2 1/4
715 Bost. & M. pf. 32	30	30	-2 1/4
45 Bost. & M. pf. 38	38	38	-
25 Bost. & W. El. 3 1/4	3 1/4	3 1/4	-
405 B. & W. El. pf. 33 1/4	33 1/4	33 1/4	-
2 Bost. & Prov. 132	132	132	-
20 Chi. & Ind. pf. 70	70	70	-4
20 Conn. & P. pf. 65	65	65	-
771 Maine Cent. 42	38	38	-4
1 North N. H. 80	80	80	-
945 N.Y. N. H. & H. 27 1/4	24 1/4	24 1/4	-3 1/4
81 Old Colony 70	70	70	-3
2 West End 40	38 1/2	39	-
12 West End pf. 50	50	50	-

MISCELLANEOUS

28 Am. Ag. Ch. 79 1/4	71	71 1/2	-2
125 Am. C. & P. 83 1/4	81 1/4	83 1/4	-
7,530 Am. C. & P. 85	15	26	-14
30 Am. P. S. 25	24	24	-1/4
310 Am. P. S. pf. 10 1/2	9 1/2	9 1/2	-2
157 Am. Sugar 10 1/2	9 1/2	9 1/2	-
229 Am. Sugar 10 1/2	9 1/2	9 1/2	-
4,302 Am. T. & T. 100 1/2	96 1/2	103 1/2	-1 1/4
40 Am. Wool 65 1/4	64 1/4	64 1/4	-1
387 Am. Wool pf. 90	91	91	-1
45 Amoskeag	72	72	-
10 Amoskeag	72	72	-
W. B. Hibbs	72	72	-

Chicago

STOCKS

Sales	High	Low	Last	Net
300 Art Metal	12 1/2	12 1/2	12 1/2	-
2,665 Atlas Trac.	20	19 1/4	20	-
364 Beacon Bost.	5 1/4	5	5	-2 1/4
650 Bost. M. Pct.	35	35	35	-
3,950 Century Steel.	1 1/2	1 1/2	1 1/2	-
50 Chattan. Coke 48 1/4	48 1/4	48 1/4	48 1/4	-
3,412 Eastern Mfg.	22 1/2	22 1/2	22 1/2	-
950 Eastern S.	17 1/2	16 1/2	16 1/2	-
40 East. SS. pf.	70	70	70	+1
3 E. Bos. Land.	3 1/2	3 1/2	3 1/2	-
482 Edison Elec.	153	153	153	-
345 Elder Corp.	20	18 1/2	20	-
565 Gen. Elec.	123	118	122	+ 1/2
2,558 Gray & Davis.	11 1/2	11 1/2	11 1/2	-
437 Green T. & D.	37 1/2	36 1/2	36 1/2	-
100 Hendee Mfg.	17	17	17	-
41 Int. Cor. Mfg.	50	50	50	-
63 Int. C. M. pf.	84	84	84	-3
515 Int. P. Cement 27 1/2	21 1/2	21 1/2	21 1/2	-1 1/2
1,355 Int. Products.	11 1/2	7	7	-4
1,345 Island Oil.	5	4 1/2	5	-
1,490 I. T. Connor.	12 1/2	12	12 1/2	-
1,583 Libby, M. & L.	10 1/2	10 1/2	10 1/2	+ 1/2
258 Low's Thea.	11	10 1/2	11	- 1/2
302 Mass. Gas.	84 1/2	81 1/2	82	-1
471 Mass. Gas pf.	60	60	60	-3
206 McKelvin pf.	60	60	60	-
2,5 Mex. Invest.	25	25	25	-5 1/4
75 Mer. Lino.	125	118	118	-6
40 Miss. R. P. pf.	62	62	62	-1
6 Mullins Body.	25 1/2	25 1/2	25 1/2	-
4,275 Nat. Leather.	8	8	8	-
405 N. E. Tel.	100 1/2	97	97	-3
1,015 Orpheum Chr.	23 1/2	24	24 1/2	-
1,250 Ohio B. & B.	13 1/2	13	13	-3
333 Pac Mills.	150	150	150	-2
550 Parish & Bing.	204	195	195	-9
200 P. A. Sugar.	49	49 1/2	49 1/2	-
205 Recor. B'hole.	13 1/2	13	13	-
1,015 Simms Mag.	6 1/2	5	5	-2
1,350 So. Phosphate.	10 1/2	10 1/2	10 1/2	-
2,368 Swift & Co.	101 1/2	97 1/2	97 1/2	+ 1/2
1,939 Swift Int'l.	26	24 1/2	25	- 1/2
8 T. G. Plant pf.	86	86	86	-
15 Torrington	57	55	55	-5
130 United Drug.	103	100	103	-2
44 Un. Dr. 1st pf.	46	45 1/2	45 1/2	-
240 Un. Twist Dr.	22	21	22	-
532 United Fr.	188	188	188	-9
50 U. S. Steel.	80 1/2	80 1/2	80 1/2	-
5,092 U. Shoe M.	38	35 1/2	36	-1 1/2
392 U. Shoe M. pf.	23	24	24	- 1/2
16,260 Ventura Oil.	17	15 1/2	15 1/2	-
3,168 Waldor.	18 1/2	18 1/2	18 1/2	-
715 Walthe. Watch 18 1/2	16	16 1/2	16 1/2	-3 1/4
10 Walthe. W. pf.	75	75	75	-
415 W. River Mfg.	15 1/2	15 1/2	15 1/2	-
400 Warren Bros.	25 1/2	25 1/2	25 1/2	-
7 W. Bros. Int. pf.	30	30	30	-
1,745 Wickwire Btl.	21 1/2	20	20 1/2	-2 1/2

BONDS

\$2,000 Am. Ag. Ch. 5 1/2	91 1/2	91 1/2	91 1/2	-3 1/2
4,000 A. G. & W. L. 5 1/2	70	70	70	-3 1/2
1,000 Ch. Junc. 5 1/2	78	78	78	-
1,000 Car. 5 1/2	90	90	90	-2
1,000 K. C. M. & B. 4 1/2	70	70	70	-
18,000 Miss. R. P. 5 1/2	75 1/2	75 1/2	75 1/2	-1
8,000 N. E. Tel. 5 1/2	83	83	83	- 1/2
2,000 New River 5 1/2	90 1/2	90	90	- 1/2
5,000 Pond Cr. 5 1/2	90	90	90	-
9,000 Ren. Cop. 5 1/2	100	100	100	-1
7,000 Swift & Co. 5 1/2	85 1/2	85 1/2	85 1/2	-1

Baltimore

STOCKS

Sales	High	Low	Last	Net
20 Arun. S. & G. 23 1/2	23 1/2	23	23	- 1/2
5,186 Celestine Oil. 100 1/2	100 1/2	101	101	+ 1/2
2,370 Cent. T. S. pf. 60 1/2	60 1/2	60	60	-
420 Citizen Bank 40	40	40	40	-
546 Con. Coal.	84	83 1/2	84	-2
842 Con. Power	84 1/2	84 1/2	84 1/2	-1 1/2
200 Corden pf.	4	4	4	-
730 Davidson Ch.	32	32	32	-
39 Md. Casualty.	73	73	73	-2
116 Mt. V. C. M. pf.	62	62	62	-
374 Pa. W. & P. 81 1/2	80	80	80	- 1/2
330 Un. Ry. & Ml. 11 1/2	10 1/2	10 1/2	10 1/2	-

BONDS

\$3,000 Chi. Ry. 5 1/2	62 1/2	62 1/2	62 1/2	- 1/2
8,000 Con. Pow. 7 1/2	97 1/2	97 1/2	97 1/2	- 1/2
13,000 Con. Pow. 4 1/2	73	73 1/2	73 1/2	- 1/2
1,000 Con. Pow. 4 1/2	93 1/2	93 1/2	93 1/2	- 1/2
42,000 Corden 6 1/2	83	83	83	- 1/2
31,000 Pa. W. & P. 80 1/2	79 1/2	79 1/2	79 1/2	- 1/2
20,000 Un. Ry. ref. 4 1/2	62 1/2	62 1/2	62 1/2	- 1/2
20,000 Un. Ry. inc. 4 1/2	44 1/2	44 1/2	44 1/2	-2 1/2
1,000 Un. Ry. 5 1/2	69 1/2	69 1/2	69 1/2	-

Philadelphia

STOCKS

Sales	High	Low	Last	Net
200 Am. Shipbldg. 85	84	84	84	-
25 Am. S'bidg. pf. 67	67	67	67	-
185 A. Pick.	35 1/2	37 1/2	37 1/2	-
228 Am. Radiator.	70	70	70	-3
2,105 Armour pf.	80 1/2	80 1/2	80 1/2	-
3,798 Armour Leath.	15 1/2	15 1/2	15 1/2	-
90 Arm. Lth. pf.	92 1/2	92 1/2	92 1/2	-
75 Bath. Motors.	24	24	24	-
160 Booth Fish.	4 1/4	4 1/4	4 1/4	-1 1/2
375 Booth Fish. pf.	32	32	32	+1
60 Beaver Bd. pf.	70	70	70	-
75 Bunte Bros.	12 1/2	12	12	-
310 Case Flow.	8 1/2	8 1/2	8 1/2	-
474 Chi. C. & C.	7 1/2	7 1/2	7 1/2	-
400 Chi. C. & C. pf.	7	7	7	-
25 Chi. Ry. Ser. 2 3/4	3 1/4	3 1/4	3 1/4	- 1/2
10 Chi. T. & T.	200	200	200	-
1,400 Com. Edison.	102	102	102	+2
819 C. Ed. rights.	25	25	25	-
1,725 Cont. Motors.	7 1/4	6 1/2	6 1/2	-
200 Cadash Pack.	57	55 1/2	55 1/2	-1 1/4
200 Diam. Match.	101 1/4	101 1/4	101 1/4	+1 1/4
983 Hol. St. L. Sug.	12 1/2	12 1/2	12 1/2	-
100 Hartman.	73	73	73	+2
100 Hattman.	73	73	73	-2 1/2
115 Lindsay.	6 1/2	6 1/2	6 1/2	-
3,315 Mitchell.	18	18	18	- 1/4
4,745 Mont. Ward.	200	19 1/4	19 1/4	- 1/4
9,875 Nat. Leather.	8	8 1/2	8 1/2	-
1,275 Orpheum Chr.	23 1/2	25		

Congress Hesitates to Revise Taxes Now

Continued from Page 645

tinue so unless this session repeals them without waiting for a formal declaration of peace through action by Congress. There is some talk that the first act of the next session will be to repeal as many of these regulations as possible without waiting for formal peace. Most of them would have expired automatically with the ratification of the Peace Treaty or within a few months thereafter as stipulated in the acts themselves.

SEVERAL TREATIES AWAIT ACTION

Aside from the tangled Peace Treaty, with its League of Nations covenant, still to be settled by the Senate, there will be several treaties to act upon. It is the best opinion that the last session of the Sixty-sixth Congress, beginning on Dec. 6, will not consider the Peace Treaty, but will await a message from President Harding, which undoubtedly will be sent to the special session which he intends calling the latter part of next March. Republican Senate leaders do not expect to be annoyed again with the League of Nations, but are hopeful that President Harding will work out an international court as proposed by ex-Senator Root, and a scheme for the settlement of all international disputes.

Judged by the attitude of returning Senators the reservation Republicans are now of the opinion that the country does not want a League of Nations containing Article X., and, therefore, the irreconcilable group will be strong enough in the next Senate to defeat a treaty which embodies the League of Nations as formed at Versailles. The Senate has the Colombia treaty before it, and President Wilson is expected to submit early in the session a new treaty with Japan, which will provide that Japan shall prohibit immigration to the United States in consideration for which California shall extend civil and property rights to Japanese now in that State.

Republican leaders have indicated that the tariff and revenue laws will not be revised or amended until the special session. One leader, Senator Penrose, said that present transitory conditions do not make revision along scientific lines possible now, and, furthermore, he is opposed to action in this Congress for the reason, he said, that President Wilson would not approve bills formed along Republican lines.

This is a transitory period not only in legislative procedure proper, but in the business and labor fields, in all relations of Government. Until

there is a more settled condition, through the operation of the laws of trade, a return to something like pre-war normal conditions, Congress is not disposed to revise laws. To do so, the leaders say, would compel amendments within a few months, and, therefore, it appears to the leaders wiser to wait until the special session for real adjustment legislation and tariff and revenue revision. Then it is believed that the living costs will have been reduced through the natural process of the law of supply and demand.

MAY REPEAL EXCESS PROFITS TAX

There is a chance, however, that the excess profits tax may be repealed in this session because of its very oppressive features. Senator Penrose, Chairman of the Finance Committee, is opposed to taking up the revenue laws piecemeal, and, if the House should repeal this schedule in the coming session, the probability is that the Senate would delay action until the special session when revenue revision will be considered seriously. The excess profits tax will be repealed certainly in the special session.

But Congress intends to place itself on a solid basis before it hopes to meet with the approval of the country. The leaders say that the budget system will be enacted early in the next session so that it can become effective in the fiscal year 1920-21. This bill passed the House in the last session after it had been vetoed by President Wilson and amended to meet the objections raised by the President. In its amended form it is now before the Senate and can be passed there within a very few weeks if desired by the leaders. It can be said on authority that it will be enacted before March 4 next, so that the new Administration will start its career with a proper system of Government estimates and expenditures.

Despite the creation of a complete budget system the House will begin this session under a Budget Committee of thirty-five, which will deal with all appropriations instead of apportioning the work to eight committees as heretofore. This committee will combine the present Appropriation Committee of twenty-one and the Chairman and ranking minority member of the Naval, Military, Indian, Post Offices, Rivers and Harbors, Agriculture and Foreign Affairs Committees. These seven committees will be shorn of all appropriation functions and will in the future devote themselves to legislation only.

The Budget bill provides for an independent audit and an Executive Controller. The original bill authorized the President to appoint this Controller, who will have charge of all the auditors, but he could not be removed by the Executive. President Wilson in his veto said that such a stipulation interfered with his constitutional prerogatives. The House failed to pass the bill over his veto, and passed it finally in a form acceptable to the President. The Controller, in the final bill, is appointed by the President and subject to removal by him. The Senate received the bill on the last day in the last session, and it was caught in the jam of late business.

Without a budget system the work of the House budget system cannot be wholly effective. The creation of an independent auditing department will produce a wonderful change in the preparation of estimates and expenditures. The officers and employes of this department will, at all times, be going into separate departments in the examination of their accounts. They will discover the very facts that Congress ought to be in possession of, and fearlessly present these facts to Congress. An independent audit ought to accomplish these results:

First—It will serve to inform Congress at all times as to the actual conditions surrounding the expenditures of public funds in every department of the Government.

Second—It will serve as a check on the President and those under him in the preparation of his budget.

Third—It will require every Cabinet member to make a study of his department to the extent that he will become master of the work of the various bureaus under him. He will be made to realize what he has not realized in the past—that he will be responsible for the waste and extravagant use of public funds appropriated for his department.

In the opinion of Representative James W. Good, Chairman of the Appropriations Committee, the Government, under an effective budget system, can save from \$2,000,000 to \$5,000,000 annually. This saving will come chiefly, he believes, through the reduction of the present forces, numbering now in the District of Columbia 90,353, as compared with 35,000 before the war. The civil employes at the time of the signing of the armistice reached more than 110,000.

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Ten-Year 7% Gold Notes

Dated December 1, 1920

Due December 1, 1930

Interest payable June 1st and December 1st.

Coupon Notes in Interchangeable Denominations of \$1,000, \$500 and \$100. Registerable as to Principal only

Redeemable at the office of the Trustee in New York, in whole or in part, on any interest date on thirty days' previous notice; at 105 and interest, on or before December 1, 1921; at 104½ and interest after December 1, 1921, and on or before December 1, 1922; at 104 and interest after December 1, 1922, and on or before December 1, 1923; at 103½ and interest after December 1, 1923, and on or before December 1, 1924; at 103 and interest after December 1, 1924, and on or before December 1, 1925; at 102½ and interest after December 1, 1925, and on or before December 1, 1926; at 102 and interest after December 1, 1926, and on or before December 1, 1927; at 101½ and interest after December 1, 1927, and on or before December 1, 1928; at 101 and interest after December 1, 1928, and on or before December 1, 1929; at 100½ on June 1, 1930.

Interest payable without deduction of normal Federal Income Tax not in excess of 2%.
FREE OF THE PENNSYLVANIA FOUR MILL TAX

PRINCIPAL AND INTEREST PAYABLE IN NEW YORK AT THE OFFICE OF THE
GUARANTY TRUST COMPANY OF NEW YORK, TRUSTEE

Further information in regard to this issue of Notes is given in a letter of Mr. Howard Heinz, President of the Company, from which we summarize as follows:

These Notes are the direct obligations of H. J. Heinz Company and constitute the only funded debt of the Company, except a real estate mortgage of \$83,333.34.

The proceeds of the sale of these Notes will be applied to the payment of Notes payable and to provide additional working capital.

Sales of the Company since May 1, 1920, show an increase of twenty-two per cent. over last year.

The books show net earnings available for interest charges, before providing for Federal taxes, for the four years ended April 30, 1920, averaged \$2,865,323, or more than five times the annual interest charge on these Notes, which amounts to \$560,000, and average net earnings, after providing for Federal taxes for the four years ended April 30, 1920, amounting to \$2,344,643.

The Trust indenture under which these Notes will be issued will provide in substance, among other covenants, that so long

as any of these Notes are outstanding, neither the Company nor any subsidiary will mortgage any of its real or personal property, but nothing herein contained shall prevent the Company from purchasing property subject to a mortgage, or from creating a purchase-money mortgage to the extent of 75% of the fair value of the property purchased, or pledging by the Company or any subsidiary company as security for loans made to it or them, or any of them, in the regular and current conduct of their respective business, of any accounts receivable or other liquid assets, or any stocks, bonds, or other securities owned by them, other than shares of stocks of any subsidiary company.

It also provides that the Company will at all times maintain its cash and quick assets in a sum equal to at least one and one-half times the aggregate amount of its liabilities and indebtedness, secured or unsecured, including the face amount of all of these Notes at any time outstanding.

We offer these Notes when, as, and if issued and received by us, subject to prior sale and to the approval of counsel, at:

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It is expected that temporary notes or interim receipts will be ready for delivery on or about December 7, 1920.

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